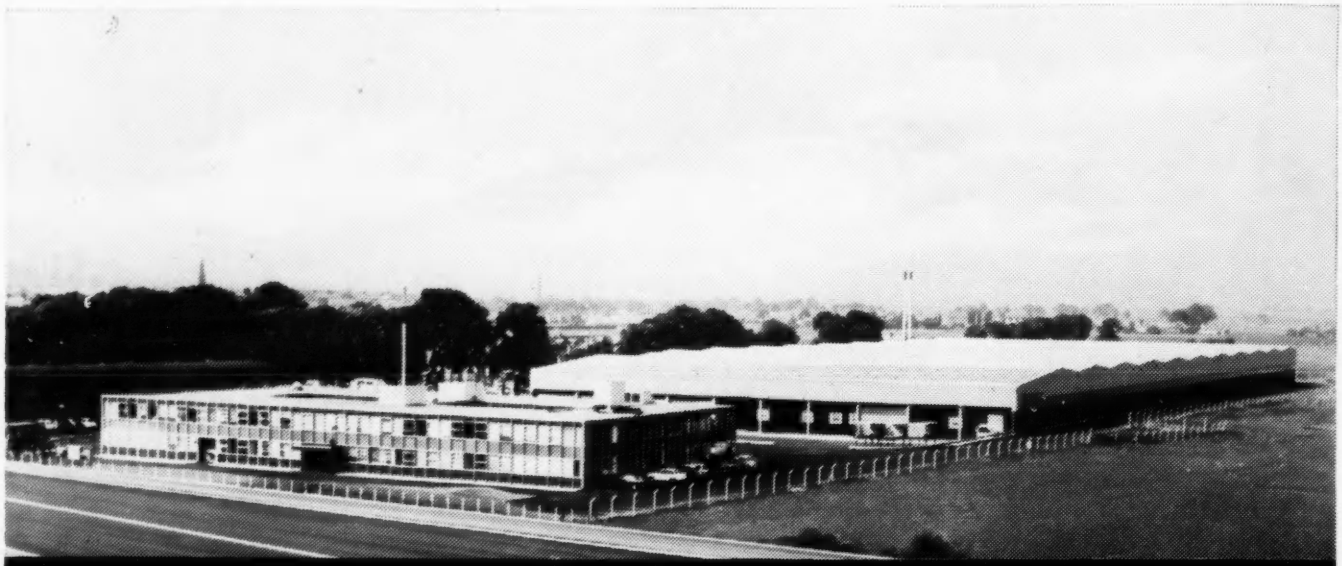
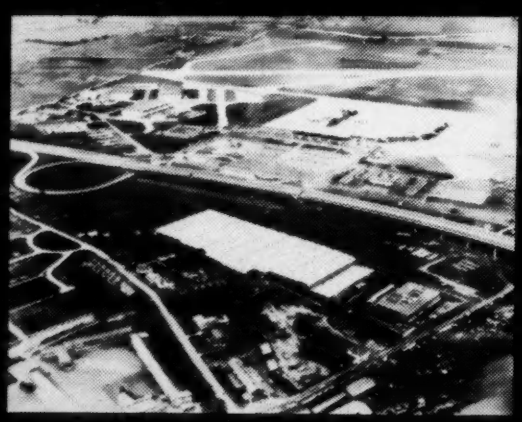
Board of Trade Journal

Volume 197, No. 3785 Published by Her Majesty's Stationery Office 1 October 1969

2s. 0d. net





Project No.43...OZALID...
Project No.44...HOOVER...

Project No.45 for Galbraiths and Cochranes

Europe's largest grocery distribution centre

Completed in January 1969 and comprising 210,200 sq. ft. of warehousing and 34,200 sq. ft. of office accommodation, this is one of the many larger projects undertaken by Lyon. The Lyon team worked in conjunction with Galbraiths staff on the special problems involved, particularly site location in relation to distribution, and materials handling.

Lyon now have factory/warehouse units available on 18 industrial estates in Scotland and several large specialised projects like this in progress throughout the country.

Lyon

BRITAIN'S LEADING INDUSTRIAL DEVELOPER

G. R. Balish A.R.I.C.S., F.R.V.A., MANAGER INDUSTRIAL DIVISION

RONALD LYON (ESTATES) CO. LTD. (SCOTTISH DIVISION)
239 ST. VINCENT ST. GLASGOW C.2. 041-221 3961 7

Board of Trade Journal

VOLUME 197, NO. 3785. PAGES 861-924. 1 OCTOBER 1969.
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Index to Statistics 862

Subscriptions, Advertisements, Reprints 862

The task before the Committee on Invisible Exports studies 865
Royal Society of Arts awards for invisible exports 867
President on international aspects of monopolies, mergers and restrictive practices 869
Commonwealth Sanctions Committee communique 870
Working Party on industrial training of overseas nationals 870
Supply of starch glucoses and modified starches referred to Monopolies Commission 871
Hire purchase credit sales and hiring control 871
Applications for temporary exemption from import duty 872
Applications for reimposition of import duty 872
Annual report on Import Duties Act 1958 872
Consideration of mergers by the Board of Trade 872
Revised tariff on beef and veal 872
The EFTA (Origin of Goods) (Amendment) Regulations, 1969 873
The Queen's Award to Industry, 1970: reminder of closing date for applications 873
Extension of Mintech Certification Service to aid safety and exports 873
Electronics 'talk-in' on Canadian market 873
Furniture and timber industry training board 873
Another new factory for Pontllanfraith 874
Hoover £5½ million expansion plans, mainly in DA factories 874
United States manufacturer to invest in Highlands 874
Opening of new factory at Annan 874

New Books 876

Aviation and Shipping
Mr. Rodgers discusses problems of airport planning 875
New customs form for exports by air 875
Amendments to Merchant Shipping radio rules 875

Government surplus sales by auction 879

STATISTICS

The economy: selected indicators 880
Quarterly analysis of man-made fibre production 881
739,000 visitors come to Britain in July 881
Census of distribution and other services 881
New companies registered in Northern Ireland 881
Registration of business names—fees increase 881
Registrations of British and foreign films 881
Shipping movement at United Kingdom ports 882
Orders, deliveries, production and exports in the engineering industries 885
Business Monitor 886
Retail sales in Northern Ireland 886

EXHIBITIONS AND FAIRS

Mr. Crosland announces major industrial exhibition in Argentina 887
President at British Week Tokyo 888
Three more Swedish cities to hold British Shopping Weeks in 1970 888
Encouraging results for exhibitors at Frankfurt motor show 889
Major printing display planned for Olympia and Earls Court 889
Engineering Week underlines sales potential of Malaysian market 890
Britain at Munich Sewage Engineering Exhibition 891
Two gold medals for Britain at this year's Brno Fair 891
'Going metric' touring exhibition 891
British Wool textile week in Hamburg spearheads a hard-selling drive 892
Record number of British exhibitors at this year's SPOGA 892

British Commercial representatives overseas i-viii

Changes in Programme of Trade Promotions 894

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS

Rumania and Senegal. Italy and India. Italy and Denmark: correction. Hints to businessmen visiting Chad, Gabon, the Central African Republic 903
Opportunities for exporters – calls for tender 904
Opportunities for exporters – Agency inquiries, market reports, etc. 907
Export Missions and Tours 910
Export Orders 912

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Tariff board inquiry on tableware. Result of tariff board inquiry on citrus fruit juices. Result of tariff board inquiry on gang slitting machines 918
Brazil: Customs tariff amendment 922
Canada: 'Made in Canada' ruling (1) (2) 924
Chile: Customs schedule amendments (1) (2). Permitted import list: amendments 920
Cyprus: Excise and import duties 915
European Communities: Common agricultural policy 913
France: Import levies for certain foodstuffs 913
Gabon: New 'taxe complementaire' on tobacco 917
Iran: Import regulations 915
Irish Republic: Merchandise marks 915
Israel: Food regulations 915
Jamaica: Decimal currency 922
Libya: Use of Arabic. Commercial Agencies Law 915
Malagasy Republic: Tariff modification 917
Malaysia: Confirmation of new import duties. Import control: wire 917
New Zealand: Tariff changes 918
Nigeria: Import licensing regulations 916
Peru: Extension of import ban 922
Rwanda: Landing certificates for goods exported to Rwanda via Uganda 916
Sierra Leone: Import licensing regulations 915
South Africa, Republic of: Customs tariff changes 916
Spain: Joint Assembly: steam turbines. Customs tariff modification. Import duty suspension: fishmeal. Home compensation tax levy suspension: vaccines 914
Tanzania: Import licensing regulations 916
United Arab Republic: Customs tariff amendment 915
United States: Motor Vehicle Safety Standards. National Commission on Product Safety public hearings. Country of origin marking. Textile fibre products 922
Uruguay: Amendments to code of merchandise (1) (2). Exemption from import duties and other changes 921

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

NCR Century 100 Computers – 70 per cent destined for overseas – under Systems and Acceptance testing in the fully air-conditioned and brilliantly lit 20,000 sq. ft. testing area in NCR's 350,000 sq. ft. Gourdie factory on the Dundee industrial estate. A similar air conditioned area is being constructed in this factory for the testing of NCR Century 200 Computer due to go into production this month. NCR occupies nine factories in Dundee, eight of them on the Industrial Estate, and is a holder of the Queen's Award to Industry for export performance.

Index to Statistics published regularly in the Board of Trade Journal

A = Annualy; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	3 Sept. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments:	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
Bankruptcy orders (Q)	6 Aug. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	17 Sept. 1969
Industry's investment intentions (3 times a year)	18 June 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	17 Sept. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisitions and mergers (Q)	3 Sept. 1969
Income and finance (Q)	3 Sept. 1969
New companies registered:	
Gt. Britain (M)	17 Sept. 1969
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	23 July 1969
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment credit business (M)	17 Sept. 1969
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	20 Aug. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	This week
Production, exports and orders (M)	This week
ECGD business (Q)	27 Aug. 1969
Fim industry:	
British Film Fund Agency returns (M)	10 Sept. 1969
Cinema admissions and takings (M)	10 Sept. 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	6 Dec. 1968
Registration of films (A)	24 June 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	6 Aug. 1969
Footwear industry orders and deliveries (M)	17 Sept. 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1969
EFTA trade (Q)	11 June 1969
Trends in export of manufactures (A)	17 Sept. 1969
World trade and production (Q)	6 Aug. 1969
Foreign trade of the UK:	
Direct exports (A)	3 Sept. 1969
Unit value and volume index nos. (M)	10 Sept. 1969
Value of overseas trade (M)	24 Sept. 1969
Value of overseas trade: analysis of trends (Q)	6 Aug. 1969
Gold and convertible currency reserves (M)	17 Sept. 1969
Hairdressing trades turnover (M)	17 Sept. 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	13 Aug. 1969
Business (M)	17 Sept. 1969
Industrial building provisional figures (Q)	30 July 1969
Industrial development approvals (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	24 Sept. 1969
N. Ireland index (M)	24 Sept. 1969
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	17 Sept. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	17 Sept. 1969
Machine tools, deliveries and orders (M)	20 Aug. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	This week
Deliveries (Q)	13 Aug. 1969
Production (M)	10 Sept. 1969
Motor industry:	
Car and commercial vehicle production (M)	3 Sept. 1969
Motor trades turnover (M)	17 Sept. 1969
Office development permits (Q)	13 Aug. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Transactions (Q)	24 Sept. 1969
Retail prices index (M)	24 Sept. 1969
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	27 Aug. 1969
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	17 Sept. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Retail (M)	24 Sept. 1969
Television:	
Overseas payments and earnings (A)	3 May 1969
Textiles:	
Clothing and textile orders and deliveries (M)	24 Sept. 1969
Cotton production (M)	24 Sept. 1969
Wholesale houses sales (M)	17 Sept. 1969
Wool exports (Q)	27 Aug. 1969
Wool output (M)	24 Sept. 1969
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	20 Aug. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	17 Sept. 1969

Board of Trade Departments, etc.

Subjects	Last Published
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	3 Sept. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1969
British commercial representatives overseas	This week
Customs notices of interest to exports	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1969
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programmes of trade promotion	13 Aug. 1969

SUBSCRIPTIONS
ADVERTISEMENTS
REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; 2 Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1969

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: PO Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £6 18s. 6d., being one year's subscription to the BOARD OF TRADE JOURNAL.

The copy should be sent to:

Name.....

Address.....

.....

Show me where to build a factory with 25% off the building costs.

THE BOARD OF TRADE CAN SHOW YOU. They will give you the facts about the Development Areas, send you literature and arrange a meeting to answer your questions about these areas. They will also tell you about the opportunities soon to be available in the new Intermediate Areas.

WRITE TO: Industrial Expansion at the Board of Trade, 1 Victoria Street, London, S.W.1. Telephone: 01-222 7877 Ext. 3333. Or your nearest Board of Trade Regional Office. Or send the coupon—when you will receive the booklets—"Room to Expand".

Contact Industrial Expansion at the Board of Trade.

Development Area Grants

Any businessman who wants to put up a new factory can see the immediate advantages of getting a grant to cover 25% of the building costs. This is what you can get in the Development Areas. In some cases you can even get 35%.

There are Investment Grants of 40% for new manufacturing plant and machinery.

There is more labour available. And for every man you train for a newly created job, there is a grant of £10 per week.

There are Regional Employment Premiums of £97.10 p.a. (£78 p.a. from April 1970) for *every* man on the payroll.

By getting in touch with the Board of Trade you get more than facts and literature. After discussing your requirements with you, the Board of Trade will show you what the Development Areas have to offer, help you find a site or factory which will meet your needs, and arrange for you to meet people on the spot (including businessmen who have already made the move).

The Development Areas are in Scotland, Wales, the North, Merseyside and the South-West. Similar benefits are available in Northern Ireland.

To: "INDUSTRIAL EXPANSION", The Board of Trade, 1 Victoria Street, London, S.W.1.

Please send me "Room to Expand", the illustrated explanatory literature.

Name_____

Position in Company_____

_____

Company Name_____

Address_____

_____

_____

The Express Lift!

Why wait? When Qantas jet-enterprise handling can get your cargo off the ground and on its way to most major markets around the world – fast. Qantas has 10 direct flights to South East Asia and Australia each week, two of them with Palletised jet freighter capacity. When you've got cargo to go, you'll find a Qantas jet ready to take it. Check your cargo agent or Qantas. Today.

JET-ENTERPRISE QANTAS CARGO

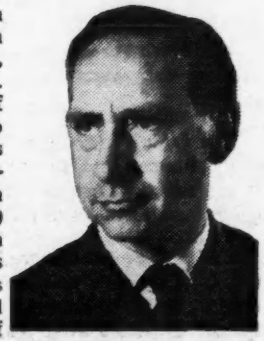
YOUR CARGO EXPERTS ON FIVE CONTINENTS

QANTAS. with BOAC

9A304

The task before the Committee on Invisible Exports

By William M. Clarke, Director of the Committee



THIS IS A TALE of two committees both with the same name: the Committee on Invisible Exports. To avoid confusion, therefore, let me explain how this arose. The first was set up in the spring of 1966 with a specific once-for-all task: to inquire into Britain's invisible earnings (from such things as banking, insurance, shipping, commodities, tourism and the return on foreign investments) and to recommend how to make them grow faster. It reported over 12 months later, made over 40 recommendations and immediately bowed out. The second committee was set up in the spring of last year on a permanent basis to carry out what the first had recommended, borrowed the same name and is now established to promote invisible earnings.

To understand what the present committee is trying to do it is necessary to know a little about the feelings of the original committee. Its inquiry, the first of its kind, covered a considerable amount of new ground, and left behind it a valuable 'blue-print for action'. It made several important analyses of the role of Britain's invisible earnings. It emphasized that Britain, contrary to many of her major exporting competitors, had earned a persistent surplus on invisible transactions. It showed that this had been a major feature of her economy for at least 200 years. It showed that only the United States earned more gross income from invisible transactions than Britain and that the two countries dominated this field of activity. It made the first detailed calculations of invisible earnings in the City of London and among several professions. And it suggested that from evidence given to it, invisible earners felt that they had been neglected in official policy since the end of the war. The committee put it in these terms:

> 'Virtually every sector of the service trades giving evidence to the committee contrasted the facilities and encouragements provided for visible exporters with the lack of support (and often understanding) given to invisible exporters.'

The results of this inquiry were published in 'Britain's Invisible Earnings' in October 1967. The major recommendations accompanying this report suggested four main areas for action. The first was in the field of statistics where the committee recommended that its own detailed inquiries should be followed up and published on a regular basis by the Central Statistical Office, the Bank of England, the Board of Trade and the Treasury. Secondly, the committee recommended that promotion should be undertaken to spread a wider understanding of the role of invisible earnings in Britain's economy. Thirdly, the committee puts its finger on several areas of government policy, particularly in relation to taxation, exchange control and such intangible things as the Queen's Award for Industry, where it felt invisible exporters had been relatively neglected. Finally, it suggested various ways in which invisible exporters themselves might, by their own efforts, improve their earnings.

This was the challenge facing the new permanent committee set up in February 1968. How successful has it been so far? I think the first point to be made is that the new committee differs in three important respects from the first one. In the first place it is permanent. Secondly, in addition to the representatives of the main City institutions, the new committee also includes wider representation of other invisible earners by the inclusion of civil aviation, the oil industry, the British Travel Association and the Confederation of British Industry. Lastly, the new committee has representatives from four government departments – the Treasury, Board of Trade, Central Statistical Office, the Foreign and Commonwealth Office, and from the Bank of England. The Bank also provides the committee with an important secretariat to cover both its administration and its statistical needs.

The new committee was also armed with specific terms of reference:

> 'In the light of the report of the Committee on Invisible Exports, to suggest, and where possible implement measures for the encouragement of "invisible earnings".'

The committee has interpreted this in the broadest sense. Invisible earnings can, after all, be stimulated in a variety of ways. This can be done by measuring and drawing attention to them; by removing obstacles to their growth; by promoting them in a variety of constructive ways; by trying to persuade the Government to change appropriate policies; and by encouraging invisible exporters themselves to increase their efficiency. All these methods are being used by the new committee.

In the case of the measurement of the earnings themselves several government departments have agreed to collect figures on the basis recommended in the original report and have already done so. The Bank of England has published its first regular annual estimate of the earnings of the so-called financial sector of the economy (basically what is known as the City of London's invisible earnings). The Board of Trade has introduced a monthly estimate of invisible earnings into its monthly trade press release. The Central Statistical Office has extended its coverage of invisible earnings and has published special analyses of them. The Chamber of Shipping has developed, in co-operation with the CSO, a new presentation of the contribution of United Kingdom ships to the balance of payments. More recently the CSO has, for the first time, published a quarterly breakdown of the major sector of invisibles known as 'interest, profits and dividends', enabling the full contribution of private invisible exporters to be analysed regularly for the first time. And the committee itself has recently completed and published what will be an annual regular analysis of world invisible transactions.

In all these ways a better understanding of invisible earnings is being encouraged. The committee has also been active in removing such obstacles to further earnings as have been brought to its attention, ranging from the difficulties facing foreign language schools to various tax and exchange control problems facing invisible exporters both in industry and the City. These are the day by day activities of the executives of the committee. Beyond this a number of deeper inquiries have been set in motion. I have only space to mention the major ones. They include:

1. Following up recommendations in the original report, the committee is discussing with the banks and the Confederation of British Industry how greater use can be made by United Kingdom industry of British banking facilities abroad.,

(Continued on next page)

THE TASK BEFORE THE COMMITTEE ON INVISIBLE EXPORTS, *continued*

2. The committee is just completing a new inquiry into the use of London as a natural centre for international companies and the impact on Britain's invisible earnings. It is hoped to publish this before the end of the year.
3. With the help of the Confederation of British Industry and the Association of British Chambers of Commerce, the committee is now undertaking a detailed examination of the tax structure as it affects invisible exporters. The committee is also examining the effect of the Selective Employment Tax on invisible earnings. In both cases the results of these tax inquiries should be completed in the next few months.
4. In consultation with a number of Government departments the committee is investigating the kind of aid currently available to invisible exporters from official quarters and ways in which this may be extended further.
5. The committee has been urging that the Queen's Award to Industry should be extended to include invisible earners and is currently investigating the technical problems, particularly relating to definition, which might arise from such an extension.
6. The committee has set in motion an inquiry into the invisible earnings of the major professions, such as accountants, solicitors, architects, surgeons, authors, etc., with a view to evaluating their contribution to the balance of payments and ways in which their earnings could be augmented.

In a word, the committee is trying in a modest way to give invisible exporters the kind of support and encouragement that visible exporters have been receiving over the past two decades. What is remarkable is that the country's invisible earnings have been rising at an encouraging rate in the past 18 months, in spite of some of the obstacles still standing in their way. These earnings now account for between 35 and 40 per cent of the country's overseas income and in the first half of this year were running at an annual rate of almost £4,000 million.

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

GENTRANSCO SERVICES LTD.

P.O. Box 166 CENTRAL HOUSE, STRATFORD, LONDON, E.15

Telephone: 01-534 6655 Telex: 897153/4

We operate the largest number of regular, direct Train Ferry and Container Groupage Services to and from the Continent

Amsterdam, Barcelona, Basle, Belfast, Berlin, Bielefeld, Brussels, Chiasso (for Italy), Cologne, Copenhagen, Dublin, Dusseldorf, Frankfurt, Ghent, Gothenburg, Hagen, Hannover, Lyon, Madrid, Mannheim, Munich, Nurnberg, Paris, Prague, Rotterdam, Salzburg (for Greece and Jugoslavia), Stockholm, Stuttgart, Teheran, Vienna, Waterford, Zeebrugge, Zurich.

Branch Offices in the UK (for enquiries):

Gentransco House, Ratcliffe Road, Atherstone, Warwick	Telephone: 277 3611/5	Telex: 31396
Mark Royal House, 70-74 Donegall Street, Belfast 1, N. Ireland	Telephone: 23878	Telex: 74232
Daimler House, Paradise Street, Birmingham 1	Telephone: 643 1995	Telex: 338057
Sanderson House, 39 White Abbey Road, Bradford 8	Telephone: 28015	Telex: 51534
Gentransco House, Cater Road, Bishopsworth, Bristol BS 13 7 TW	Telephone: 668431/6	Telex: 44852
6 Hedel Road, Cardiff, CF1 8XD, S. Wales	Telephone: 21308/9	
Regent House, Ferensway, Hull	Telephone: 36850	Telex: 52443
21/24 Irwell Chambers West, Fazakerly Street, Liverpool, L 3 9 EA	Telephone: 236 2185	Telex: 627206
40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Royal Society of Arts awards for invisible export studies

The following extracts have been taken from the five prize-winning entries in the BETRO and Royal Society of Arts competition for invisible export case studies.

THE DEVELOPMENT OF A CONSULTING ENGINEERING PRACTICE ABROAD

By K. O'Sullivan, Associate of T. P. O'Sullivan and Partners, Consulting Engineers.

THIS PAPER describes a successful export marketing operation for consulting engineering services carried out by T. P. O'Sullivan and Partners in 1964. The partnership was then a small firm of consulting engineers working on a number of civil and structural engineering projects. The decision to expand overseas was taken for several reasons: additional income; an enhanced professional environment; a virtually limitless market.

After studying, with the help of the Board of Trade and other Government departments and of non-Governmental sources, the overseas market for the services the firm offered, it was decided to seek an appointment as a consultant working on a World Bank financed highway project in South-East Asia. The countries selected for attention were: East Pakistan, Thailand and Brunei. The firm therefore registered itself with the World Bank, The United Nations Special Fund and the British Ministry of Overseas Development as being capable of and interested in overseas work.

Preliminary visits – acting as both sales trips and market surveys – were made to the countries concerned. The first trip produced a request for detailed priced proposals to provide a General Advisory Service on highway development to the Department of Highways, Thailand. The visits produced little more than goodwill.

The firm had four weeks in which to submit detailed proposals for the work in Thailand. Extra staff was recruited to supplement the expertise already in the firm. In mid-June the proposals were taken to Bangkok where it was found that their presentation was not so impressive as that of other competing firms. Successfully applying for a week's grace, the proposals were reprinted and impressively bound. Six months' residence in Bangkok by the firm's representative helped to develop important personal contacts. The contract was signed on December 24, 1964 and the Advisory Team began work on February 1, 1965.

Initial difficulties were soon overcome and the firm is still acting in its capacity as Advisers on Highway Development to the Thai Government and approaching the end of its second two-year contract. Further work on highway and traffic engineering, utilizing this experience is being discussed not only with the Department of Highways in Thailand but with the Bangkok Municipality and other national highway authorities in other developing countries, with the World Bank in Washington and with the Ministry of Overseas Development in London. It is hoped that government support will be given for these projects.

The invisible export operation had been a success, in the sense that it had met its objectives. Now 3½ years after the original contract was signed it appears that its final effect on the firm will be greater than could have been predicted at that time. The costs and benefits of the operation indicate this: the direct cost of getting the Bangkok contract was £4,800 (this figure is exclusive of head office overheads and Partners' time). On signing it, the firm's fee turnover was tripled to approximately £100,000 p.a. More money became available for investment in the development of the practice at home and abroad, and as a result of the efforts made during the last three years, using the Bangkok contract as a 'springboard', the indications are that in the financial year 1969-1970, income will have tripled again to £300,000. Negotiations are at present in hand in Bangkok for road design and supervision of construction work on the Feeder Roads already studied by the firm. If these negotiations are successful five years work in Thailand at an approximate annual fee of £150,000 will result. This would bring the total of fees earned from this client to over £1 million.

FINANCING SMALL OVERSEAS CONTRACTS.

By C. R. P. Wald, director and general manager of Exporters Refinance Corporation Limited

In the seven years since Exporters Refinance Corporation Ltd., was incorporated in 1961 its invisible earnings have totalled more than £3 million sterling and the foreign exchange earnings per employee have averaged £16,026.

The case study describes how ERC was envisaged in 1959 to provide medium term credit for British exports at a time when City facilities did not normally provide 'non-recourse' finance to contracts for a lesser value than £250,000. ECGD has since lowered the limit for their 'guarantees to financing banks' to cover virtually any export contract under which credit was extended for upwards of two years.

After two years of negotiations the project was able to proceed. Two banks, the Hong Kong and Shanghai Banking Corporation and National and Grindlays Bank Ltd., decided that they would participate, and the company was incorporated with a nominal capital of £1 million. S. Japhet and Co. Ltd., who initiated the scheme, provided the management.

Developing the new business took longer than expected. Turnover for the first financial year was £176,626, all in respect of United Kingdom exports. Subsequent growth was faster and by the end of the fourth financial year total turnover not only exceeded the aggregate of business which it had been hoped to obtain during the period (£9 million) but also had exceeded the annual turnover of £7½ million which had been prognosticated as possible on a continuing basis with a paid up capital of £1 million.

Initial planning assumed that finance would be provided to United Kingdom exporters to enable them to finance their overseas buyers. A certain amount of business was and is financed in this way but it proved to be complicated and expensive. After 18 months the Corporation moved into a second stage of development by offering through a bank in Eastern Europe, a line of credit. It undertook to finance on behalf of named buyers in the country concerned, purchases in the United Kingdom up to an agreed total. At the time this was a new development bringing into the field of medium term finance the techniques used by confirming houses to provide short term finance.

Soon afterwards an arrangement was undertaken under which the Corporation financed for one buyer all the equipment for a petrochemical plant. The effect of these innovations was to develop the business very rapidly. It was decided to increase the company's capital which led, in turn, to a gradual change in the control of the company. The company's business was again expanded to take in third country transactions.

The company's business is essentially the same as that of a bank, namely the lending of money to be repaid with interest, but it has some notable successes in enabling United Kingdom exporters to obtain contracts overseas. It is claimed that contracts aggregating more than £10 million would have been lost to the United Kingdom if it had not been for the company's intervention. The main justification of the company's existence however, is the foreign currency earnings which it generates.

(*Continued on next page*)

RSA AWARDS FOR INVISIBLE EXPORTS, *continued*

THE DEVELOPMENT OF PROFESSIONAL ENGINEERING SERVICES IN CHILE

By J. R. Lowe, B.Sc., FICE, MIStructE, of E. W. H. Gifford and Partners.

This is a case study of the development of professional engineering services in Chile by E. W. H. Gifford and Partners in a specialist field of civil engineering previously dominated by French commercial designers. An important corollary is the hard exports which practically doubled the value of the invisible export.

It was the custom in Chile up until the late 1950's for the promoting authority concerned with civil engineering projects in prestressed concrete to decide the main outlines of the scheme and obtain the detailed structural design from a specialist manufacturer: a French firm who dominated prestressed design and supply of equipment.

E. W. H. Gifford and Partners became interested in Chile when the Vialidad (equivalent to Ministry of Transport) adopted the principle of a 'design and tender' for certain schemes. The reasons for two unsuccessful attempts to gain contracts were analyzed and the firm decided to be more selective in tendering for schemes and in accepting client contractors. When the chance to tender for the new road bridge across the Bio Bio river arose, the firm became associated with a new, vigorous Chilean contracting firm, who were able to obtain adequate time for visiting the site etc. When the time came for calling of tenders Giffords were satisfied that they had expertise in the product, good local contacts and representation, opportunity for personal visits and good relations with the contractor client. The paper describes how the writer arrived in Santiago with outline calculations and drawings and his preliminary visits to the site. The tender based on Giffords' design was the lowest in the face of competition from French, Italian, German and Japanese firms. A mission was sent to Europe from Vialidad to investigate the suitability of the design and great attention was paid to planning a well balanced technical and social programme. The mission was impressed and work began and is now proceeding. Having established a foothold in Chile the company were associated with a successful tender for the Maipo bridge and have been appointed to design a series of standard prestressed bridges for Chilean railways. Work in Chile has given the firm a basis for attempting operations elsewhere in South America and it is hoped that results will flow from contacts made in Argentina, Peru, Ecuador and Guatemala.

SPEED-UP OF TIMBER CARGO STOWING

By J. Kay, Modernization Development Manager of Currie Line Limited.

Nowadays new earning power must be sought continually, particularly when there is spare capacity as with the Currie Line four years ago. But, with momentous changes in shipping and transport taking place, it was not easy to decide what move to make. The case study shows the move decided on in full, and how, as it progressed, flexibility of operation combined with ideas, and a close study in the areas affected, produced a decision in itself whereby invisible earnings steadily rose from nil until 1968 when £140,000 in foreign currency was saved.

The first step emerged from a study of the development of the paper and pulp industry in South Sweden (the company having carried an occasional shipment of paper from that area to Scotland). It was seen that a number of new pulp mills were being built with a very large export c. acity. This was attractive and as mills came into production Currie Line succeeded in securing satisfactory contracts so that a regular fortnightly service was envisaged. There is intense international competition in the pulp trade, however, and a one-stringed bow was not a good prospect.

From visits to the South Swedish area it was observed that much timber was being carried to Scotland in ships that were neither Swedish nor British. This was understandable as it took 2/3 days to load about 250/300 standards or 500/700 tons. A representative of this company noted how well the timber was laid down on the export quay and decided that this could be pre-slung and loaded as a unit, even although it was not at the time bundled.

The stevedores were persuaded that with slings supplied by Currie Line the timber on the quay could be loaded on to the vessels and stowed tight without handling every piece. The slings were to be left round the set of wood. The vessel's captain had to be satisfied the stow was correct. The experiment was made and succeeded and what had taken two days to handle was loaded in eight hours.

A fortnightly service was promised but rejected by the Port Authorities. However, the company's belief was right, and a weekly service now operates. Thus in 1968 Currie Line carried in British ships 60,000 tons of timber that would normally have been imported by East German or Danish vessels with the saving of scarce foreign currency already mentioned. In recent months three other similar services have been started in another effort to keep ahead.

STUDY OF THE POTENTIAL SALE OF A ZINC/LEAD SMELTING PLANT TO THE UNITED STATES

By M. Putin, of the Power-Gas Corporation Limited.

This case study describes the effort made by The Power-Gas Corporation Limited, of Stockton-on-Tees, Teesside, a member company of the Davy-Ashmore Group, to win a contract representing a considerable invisible export. At the time of writing negotiations were not complete and no contract had been signed.

In the initial stages of negotiation the potential contract was for the design engineering and complete supply of a zinc/lead smelting plant to a client in the United States. This would have represented a mixture of both invisible and visible exports. As the study shows, in the later stages of negotiation, it was not feasible to consider the supply of all the equipment from the United Kingdom and the negotiations with the client were limited to a contract for design, engineering and project management services for the same plant. If Power-Gas are successful in winning such a contract this would represent an invisible export of approximately US $2,000,000.

The study consists essentially of four sections:

1. The role of the engineering contractor in relation to the construction of large industrial complexes.
2. The organizational structure of Power-Gas and the way in which it carries out major contracts for complete plants.
3. The way in which Power-Gas has developed special expertise and experience in the design and construction of zinc/lead smelting plants. This study is concerned with the sale of a plant of this type.
4. The way in which the above three factors have been applied to the particular contract negotiations being studied.

Two Appendices show the suggested project management organization for the contract in simplified form and the anticipated requirements of personnel.

PLANNING CONVERSION TO DECIMAL CURRENCY
— A guide for management
published by the allied accountancy bodies, price 15/- post free, obtainable from the
Institute of Chartered Accountants in England and Wales,
City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)

President on international aspects of monopolies, mergers and restrictive practices

SPEAKING AT the opening session of the International Conference on Monopolies, Mergers and Restrictive Practices at Cambridge on September 24, Mr. Anthony Crosland, President of the Board of Trade, said that in all the countries which had legislated on monopolies and restrictive practices, the motive had been the concern of public opinion about the concentration of power in the hands of a single enterprise or group of enterprises. But this concern had not always been felt for exactly the same reasons. In some countries more weight had been given to the social implications, while in others the emphasis had been on the economic implications.

The first approach saw the great social, and even political, power which could be wielded by large companies or groups of companies – a power which was not subject to democratic control as was the exercise of comparable power by local and national governments.

The second approach – a concern with the economic effects of large concentrations of market power – could trace its ancestry back to classical economics and the conclusion that in conditions of monopoly too little would be produced at too high a price. More recently, attention had shifted – certainly in this country – to the dynamic advantages and disadvantages of concentrations of market power – for example, whether in a particular case greater economies of scale would or would not outweigh the weakening of competitive pressures.

The pragmatic approach

'Thus, the "social" concern is directed towards the size and power of firms in relation to the communities of which they form part,' the President said, 'while the "economic" concern is focused on the relationship of market power to the efficient use of resources. Now in a country as small as Britain, the social and economic arguments could lead in different directions. For, in some industries, it may well be that the efficient use of resources can be achieved only by a firm large enough to have great social and political significance. So we could pursue a thorough-going anti-trust policy – by which I mean having legislation to restrain the emergence of companies large enough to wield great social or economic power – only at a considerable cost in economic efficiency. That is why we have adopted an essentially pragmatic approach – we have accepted, and indeed in some cases encouraged, the formation of very large companies, but we also have legislation designed to prevent the abuse of market power. Thus, our legislation does not presume that a particular degree of monopoly or size of merger is against the public interest; to that extent it is neutral – though it can be strict, once a thorough inquiry has established actual or likely damage to the public interest. But it does presume that certain types of restrictive practice, which usually have the affect of protecting inefficiency, are against the public interest.'

The multinational company

One of the most striking developments of the past decade had been the growing importance of the multinational company, and the increasing incidence of transnational mergers or takeovers. According to one much-publicized recent forecast, the number of manufacturing groups in the whole world in 20 years' time would be no more than 300. This might be an exaggeration, but the mere fact that such an idea could be entertained illustrated vividly the direction in which events were moving. Such multinational companies would naturally consider the whole of the environment in each of the countries in which they operated, or might operate, when they placed their future investment programmes. 'This creates a new set of problems for national governments, and not just in the field of competition policy,' the President continued. 'In their choice of economic policies generally, they will have one eye on the policies of other countries which offer alternative locations for the investment of the multinational companies.

'Partly as a result of these increasingly rapid developments, intergovernmental consultation and co-operation in this field has taken on a new urgency. Work on international restrictive agreements has been going on in OECD for some time, and work on mergers and the multinational firm will shortly begin. The United Nations Conference on Trade and Development is already studying how the developing countries may be affected by these trends.'

Objectives of economic policy

One of the concerns of the conference would be to discuss policies to regulate monopolies, mergers and restrictive practices in the context of economic policies generally. The British Government, and he suspected that it was not alone in this, had sometimes been accused of pursuing conflicting economic and industrial policies through a variety of institutions and agencies. Was there, in fact, any general tendency for legislation on competition to cut across the other objectives of economic policy – for example, the promotion of industrial efficiency or a healthy balance of payments? If so, was this inevitable?

A related question was the form which legislation in this field should take. On the one hand, industrialists demanded legislation which was sufficiently flexible to allow for the great diversity of business situations; on the other hand, they demanded greater certainty and said they must know where they stood. 'Flexibility' suggested legislation with a good deal of administrative discretion for the authorities; 'certainty' pointed to a court procedure, with the issues for decision spelled out in detail. The former made possible a closer co-ordination with other government policies, but might on occasion lead to a suspicion of arbitrariness; the latter possessed a more obvious objectivity, but might give rise to conflict between the various objectives of government policy.

Behaviour of the individual firm

The President said that the conference would also be concerned with the effect which legislation on these matters had on the behaviour of the individual firm: 'By this I do not mean simply the direct effect – the fact that if the law prohibits price-fixing, then on the whole firms will tend not to fix prices. I mean also the more interesting and important side effects – the possible distortions in company behaviour which, some people suggest, are caused by certain types of legislation in this field. For example, in this country it has been suggested that our strict law on restrictive practices has encouraged mergers between companies which previously co-operated in ways not now open to them. The rather similar suggestion has been made in the United States that the stringency of the law on horizontal mergers has been one of the main causes of the rapid growth of conglomerates. Again, it has been suggested that laws against restrictive practices may inhibit some forms of co-operation between firms which would be economically beneficial.'

Industrial structure

In considering the impact of policies in this field at the level of the industry rather than the firm, they would want expert views on whether differences in industrial structure would ever be traced, even in part, to differences in legislation. The question might be illuminated by comparing the structure of the same industry in different countries or different industries in the same country. From there they would want to see how far the dynamic efficiency of an industry could be related to its structure, and whether it was possible to generalize about the extent to which large scale brought economics, and how far it either stimulated or retarded innovation – particularly interesting questions when some fashionable ideas about size were now beginning to seem rather naive. The conference would also want to examine the implications for industrial efficiency of the growth of conglomerates.

The international context

Various questions arose when they came to look at the international context. What problems might arise from applying national legislation to multinational companies? Was the location of investment, and of research and development, likely to be significantly influenced by the character of competition policy in different countries? This was clearly a matter of great importance to governments. Related to this were the legal issues of jurisdiction which arose over applying legislation to non-resident companies; and questions about the effects of international cartels, of how and whether to apply national legislation to them, and of whether, in the longer term, international action was feasible. In particular they needed to examine whether such action was in practice feasible outside the framework of a full economic union, or at any rate without a close harmonization of economic policies generally.

Competition in services

Lastly they would want to discuss the questions which arose when policy was extended to the distribution of goods and the provision of services. In the case of the professions, of banking, and even of some types of retailing, it was often said that price competition was incompatible with the maintenance of quality, reliability and proper standards of professional conduct. Could they generalize about the weight, if any, to be attached to this sort of argument, or about the circumstances in which it was or was not valid?

'In deciding to hold this conference,' the President added, 'we had in mind the general and theoretical importance of a discussion between many of the leading practitioners in the various walks of life concerned with competition policy. But we hoped even more that the conference would be of real practical value to governments and industry at a time when, in almost every country, these subjects are arousing a growing interest and concern.'

Mr. Edmund Dell, Minister of State, Board of Trade, spoke at the conclusion of the conference.

As stated in last week's issue of the *Board of Trade Journal*, the conference was sponsored jointly by HM Government and the Organization for Economic Co-operation and Development and organized by the Board of Trade.

Commonwealth Sanctions Committee communique

THE COMMONWEALTH Sanctions Committee met in London on September 24 under the chairmanship of Dr. Karanja, High Commissioner for Kenya. The British Government was represented by its Under-Secretary of State for Foreign Affairs, the other Commonwealth governments were represented, in most cases by their High Commissioners, and the Commonwealth Secretary-General by the Deputy Secretary-General.

The committee considered a report prepared for it by the Working Party which it had set up on June 2, 1969. The Working Party had been set up to review the working of the present sanctions against Rhodesia in the light of all information available from the United Nations, Commonwealth governments and any other sources. It had also been charged with studying the possibility of increasing the overall effectiveness of the sanctions policy through additional sanctions.

The committee noted that Rhodesia is continuing to conduct trade on a fairly substantial scale with a number of countries whose governments have declared their intention to apply sanctions. The committee recognize that this might be due to the inevitable time lag in statistics and in the introduction of the necessary legislation and administrative procedures to give effect to the sanctions and they were encouraged by the signs that this trade is now being reduced. Nevertheless, the committee considered that there is a need to tighten the application of the existing sanctions and agreed to submit to Commonwealth governments for their approval a number of recommendations on practical steps that might be taken to improve the vigilance against sanctions breakers and to reinforce the action already being taken by the United Nations as well as by individual Commonwealth governments. The committee also considered the possibility of additional measures, and these are being reported to Commonwealth governments for their further consideration.

Working Party on the industrial training of overseas nationals

THE BOARD OF TRADE announce that a Working Party of representatives of Government Departments and industry has made a number of recommendations about the industrial training in this country of people from overseas. The full report was published on September 26.

The Working Party was set up in July 1968 with the following terms of reference: 'To review the arrangements in the United Kingdom for the industrial training of overseas nationals from the point of view of the contributions which they can be expected to make to furthering our export trade; to compare this with what is being done by our principal competitors and to consider whether any changes might be made in existing United Kingdom arrangements in the interests of export promotion'. Membership consisted of representatives of the Government departments concerned, the Confederation of British Industry, the British National Export Council, the British Council, and the Council for Technical Education and Training for Overseas Countries.

The Working Party was set up partly because of a growing feeling in Government and industry that our arrangements for the industrial training here of people from overseas had grown up piecemeal over the years and did not now represent the allocation of resources which we would make if we were starting from scratch; and partly because of a number of reports from British exporters in Europe that not enough was being done to train people from these important markets in the United Kingdom.

The Working Party found that over 6,000 overseas nationals are at present undergoing industrial training in this country, the great majority through arrangements privately made by United Kingdom firms. Of the major block of Government expenditure to help this form of training – the £140,000 a year spent by the Board of Trade – over two thirds goes on the Athlone Fellowships Scheme, set up in 1951 to train in this country young graduate engineers from Canada.

The Working Party found that the Athlone Scheme had worked well and had made a valuable contribution over the last 18 years. But some of the circumstances in which it had been set up had changed; training facilities in Canada are now much more extensive than when the scheme was started and the Working Party considered that it was no longer right to devote such a high proportion of the resources available for the industrial training of people from overseas to a single country.

The main conclusion of the Working Party is that there should within the ceiling of present Government expenditure be a shift to more being done for trainees from the rest of the Commonwealth, Europe and the developing countries.

To this end the Working Party's recommendations – which have been accepted by the Government – are that:

(a) a British Office for Trainee Exchange should be set up to encourage the exchange of trainees not only between Britain and the rest of Europe but also with other developed countries. Evidence from industry was clearly in favour of an exchange scheme rather than a scholarship scheme for those countries. It is recommended that the British Association for Commerce and Industrial Education which has experience of more than half a century in this field should be enabled to establish the proposed new Office

(b) increased Government support should be given to the overseas scholarship scheme of the Confederation of British Industry. This scheme, which was instituted in 1950, now brings to this country about 100 scholars a year from the Commonwealth and developing countries for training in a wide variety of engineering industries. The Working Party considers that this scheme is of considerable value to our export trade and that it should be expanded

(c) the Institute of Directors whose Scheme for bringing overseas nationals to this country for intensive tours of industry is especially valuable, should be helped to expand the Scheme

(d) the Athlone Scheme should be ended (and the money currently spent on the scheme diverted to the other recommendations). The usual number of Athlone fellowships (40) will be offered in 1970; thereafter no further awards will be made. The Fellows appointed in 1970 will come to Britain for one or two year programmes in September 1970. But Canada will be included in the expanded CBI Overseas Scholarship Scheme, on the same basis as other Commonwealth developed countries

(e) finally the report suggests that training by private industry might be helped if more overseas nationals were made

(*Continued on page* 873)

Supply of starch glucoses and modified starches referred to Monopolies Commission

ON PAGE 808 of last week's issue it was announced that starch glucose and modified starches had been referred to the Monopolies Commission by the Board of Trade.

Following is the full text of the reference:

The Monopolies and Mergers Acts 1948 and 1965
References to the Monopolies Commission
Starch Glucoses and Modified Starches

Whereas it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 (hereinafter called 'the Act of 1948') as amended by the Restrictive Trade Practices Act 1956 and the Monopolies and Mergers Act 1965 applies prevail as respects the supply of each of the three following descriptions of goods, that is to say:

(i) starch
(ii) glucoses
(iii) modified starches

Now, therefore, the Board of Trade in pursuance of section 2(1) of the Act of 1948 as so amended hereby refer to the Monopolies Commission for investigation and report the matter of the supply within the United Kingdom of each of the three descriptions of goods hereinbefore specified.

The Commission shall as respects such supply investigate and report:

(i) whether the conditions to which the Act of 1948, as amended as aforesaid, applies in fact prevail and if so, in what manner and to what extent;
(ii) on the things which are done by the parties concerned as a result of, or for the purpose of preserving those conditions;
(iii) whether the said conditions, or all or any of the things done as aforesaid, operate or may be expected to operate against the public interest.

In this reference

(a) 'modified starches' means starches modified by any chemical and/or physical process and/or by the addition of no more than an equal amount of other substances; but does not include glucoses or liquid adhesives;
(b) the supply of starch, glucoses and modified starches does not include the supply of goods of these descriptions in a form made up for sale by retail.

Dated this 19th days of September, 1969.
An Under-Secretary of
the Board of Trade.

Following are the notes to the announcement which had to be omitted from last week's issue owing to pressure of space:

Notes:

The Board of Trade are empowered to make references to the Commission in any case where it appears to them that monopoly conditions prevail. Some of the more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;
(ii) where several firms, who together supply one-third or more of goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court).

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The Monopolies Commission already have the following monopoly references before them:

(a) metal containers
(b) fire insurance
(c) asbestos and certain asbestos products.

The Commission are also carrying out investigations into the general effect on the public interest of (a) certain restrictive practices which may prevail in relation to the supply of professional services and (b) the practice of refusal to supply.

Hire purchase, credit sales and hiring controls

THE BOARD OF TRADE have made two new Orders to consolidate and replace all the existing Orders which control the terms of hire purchase, credit sale and hiring agreements.

The Orders, which come into force today, make no changes in the minimum deposits or maximum repayment periods for goods subject to the hire purchase controls, and no changes in the minimum advance control payments for goods subject to the hiring controls. They reproduce the general provisions of the existing Orders subject to the following minor changes:

Hire purchase and credit sale controls

(a) The disposal of goods by a dealer to a finance house is made illegal unless the appropriate deposit has already been paid by the ultimate customer.
(b) The formula has been simplified for calculating the amount of any deposit required under the 'add-to' provisions (which allow mattresses and furniture – but not carpets or other items – to be added to existing hire purchase and credit sale agreements).
(c) Hearses, helicopters, mobile shops, mobile canteens, trailers weighing two tons or more and tractor sections of articulated assemblies are no longer subject to control. Previously they were subject to control but the Board have issued licences on request exempting particular sales from the requirements of the Order.

Hiring controls

(a) The disposal of goods by a deal to a finance house is made illegal unless the appropriate advance rental payment has already been paid by the ultimate hirer.
(b) The widow or widower of a party to an agreement or a company taking over a business can now continue the existing hiring agreements without making any additional advance rental payment.
(c) Rebates based on the value of hired goods are now prohibed only in hiring agreements covering goods subject to the hiring controls. (Previously the prohibition covered all goods subject to the hire purchase controls.)
(d) Goods let on hire, which have been destroyed or have become irrepairable, can only be replaced by goods of the same type or age.
(e) Rental periods can now be expressed in yearly as well as in weekly, monthly or quarterly terms.
(f) Hearses, mobile shops, mobile canteens and the tractor sections of articulated assemblies are no longer subject to control

The new Orders are the Hire Purchase and Credit Sale Agreements (Control) Order, 1969 (SI 1969 No. 1308, price 2s. each, by post 2s. 4d.) and the Control of Hiring Order, 1969 (SI 1969 No. 1307, price 1s. 9d. each, by post 2s. 1d.). Copies of these Orders can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches.

Notes:

Previously the finance house was guilty of an offence if goods were disposed of by a dealer to a finance house before the ultimate customer had paid the necessary deposit or advance rental and if the dealer was in fact responsible for the offence he could only be prosecuted for aiding and abetting the finance house in committing an offence. The new Orders will enable the Board in suitable cases to prosecute the dealer for committing the offence without necessarily prosecuting the finance house.

The Hire Purchase and Credit Sales Agreements (Control) Order, 1964, as amended, the Control of Hiring Order, 1964, as amended, and The Control of Hiring (Rebates) Order, 1960, are revoked.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 238 of July 23 issue.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 15.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
12.05	Dried chicory root	Single dried chicory	December 31, 1969	10738

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1970, on the following items which are at present temporarily exempt from duty:

Tariff Heading	Description	Reference
28.18	Barium hydroxide containing not more than 0·035% by weight of sulphides calculated as BaS	10640
29.31	Dithiocyanatomethane	13306

Annual report on Import Duties Act 1958

AS REQUIRED by Section 4 of the Import Duties Act, 1958, the Board of Trade have laid before Parliament a report on the exercise of their powers under the Act during the year ended March 31, 1969.

This report, which is the tenth to be made under the Act, gives details of orders made during the period under review to vary import duties and to allow exemptions and reliefs from duty (including drawback of duty on exportation). It also gives details of the value of goods which benefited from various existing provisions for relief from duty.

Copies of the report (H. of C. No. 391) published on September 24, can be obtained from HMSO, 49 High Holborn, London, W.C. 1, and branches, or by post from PO Box 569, London, S.E.1 (price 2s. 6d., or 2s. 10d. by post).

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

1. The Steel Group Ltd. and Priestman Brothers Ltd.
2. First, Second and Third Scottish American Trust Companies Ltd.

Revised tariff on beef and veal

H.M. TREASURY have made the Import Duties (General) (No. 2) Order 1969 (S.I. 1969 No. 1338) which reduces to 5 per cent *ad valorem* the full and EFTA rates of import duty on boned or boneless beef and veal classified in heading 02.01 (A) (1) (a).

The Order comes into operation today.

Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1 and branches (price 4d.) or by post (price 8d.) from HMSO, PO Box 569, London, S.E.1.

Notes: The Order follows a review by the Board of Trade of the import duties on boned or boneless beef and veal. This review followed the announcement made by the Minister of Agriculture, Fisheries and Food on May 1, 1969, of the Government's decision to limit imports of beef from countries where foot and mouth disease is endemic, to boneless beef and processed offals as from October 1. (The Minister stated in his announcement that 'We propose to reduce the relatively high tariff of 20 per cent on boneless beef so that a reasonable level of trade may flow, and will have the necessary consultation to this end'.)

In answer to Parliamentary Questions in the House on July 23, the President of the Board of Trade said:

'After considering the views expressed by the home and overseas interests concerned, the Government have decided that the present 20 per cent duty on boned or boneless beef and veal in fresh, chilled or frozen form should be reduced to 5 per cent with effect from October 1, 1969. I will review the new rate if necessary in the light of experience.' (*Board of Trade Journal*, July 30, page 278).

The reduced duty of 5 per cent *ad valorem* will apply to all imports of boned or boneless beef and veal classified in tariff heading 02.01 (A) (1) (a) other than imports qualifying for the Commonwealth Preference Area nil rate of duty.

The existing duties which were introduced in 1937 are:

Beef and veal:	Full	Commonwealth
(a) Boned or boneless	20%	Free
(b) Other:		
(i) Chilled	¾d. per lb.	Free
(ii) Fresh or frozen	¾d. per lb.	Free

Since 1937, the *ad valorem* incidence of the specific duties has fallen to a level of about 2½ to 3 per cent. The 20 per cent duty on boned and boneless beef has remained unchanged but only between 2 per cent and 5 per cent of total United Kingdom imports have been subject to this higher rate in recent years.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876 Ext. 6147).

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Christmas and New Year gift book scheme for businessmen

THE BOARD OF TRADE is to repeat this year its 'Greetings and a Gift to follow' scheme. The scheme, introduced in 1967, provides a ready answer for firms deciding what to send their overseas business friends and associates for Christmas and the New Year. The gift is a bound copy of 'Britain 1970', the latest edition of a well-established and authoritative handbook on Britain, her economy and institutions. 'Britain' has a world-wide reputation as a source of reference and will be particularly valuable to persons overseas who are interested in industrial, economic, educational, cultural and other aspects of life in Britain.

Details of the 'Greetings and a Gift to follow' scheme are contained in a combined descriptive leaflet and order form available from the United Kingdom Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1. On receipt of the completed order form HMSO will send to the donor attractive greetings cards and envelopes for sending to his overseas customers and associates. On publication, 'Britain 1970' will be sent direct by HMSO to each overseas customer on behalf of the sender together with a compliment slip showing the name of the sender.

The cost of 'Britain 1970' including the price of the gift card, envelope and overseas postage is 36s. 6d.

The EFTA (Origin of Goods) (Amendment) Regulations, 1969

THE EFTA (Origin of Goods) (Amendment) Regulations 1969 (SI 1969 No. 1347), published on September 30, 1969, further amend the EFTA (Origin of Goods) Regulations, 1964 (SI 1964 No. 1966).

The changes are as follows:

(1) The principal Regulations provide that, in specified circumstances, for the purpose of determining the origin of certain goods containing two or more textile materials, specified materials are to be treated as being single materials. Man-made fibres which have hitherto been divided into two categories for this purpose are now divided into four categories, each thus being treated as a single textile material.

(2) Goods may now be regarded as consigned from a place in the EFTA area although during transit from an EFTA country they have been stored in a Customs warehouse in a free port or free zone outside the EFTA area.

(3) The texts of the description of goods related to tariff headings 84.59, 85.22, 86.08 and 90.07 have been changed. The first three of these amendments are consequent upon corrigenda to the Brussels Nomenclature, the fourth, relating to tariff heading 90.07, is amended to include photocopying apparatus of the non-contact type.

Except for the change relating to tariff heading 90.07, all the amendments are made to implement decisions of the EFTA Council.

Copies of the new Regulations are obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches (price 6d., or by post 10d.).

INDUSTRIAL TRAINING OVERSEAS, *continued*

eligible for training grants under the Industrial Training Act 1964 – at present only those who are actually on the payroll of a firm in Britain are eligible – and it is recommended that the Department of Employment and Productivity should enter into consultations with the Industrial Training Boards on this subject.

Copies of the Report – Exports and the industrial training of people from overseas – are available from HMSO, 49 High Holborn, W.C.1, price 10s., or by post PO Box 569, London, S.E.1, price 10s. 4d.

The Queen's Award to Industry, 1970: reminder of closing date for applications

THE CLOSING DATE for the receipt of applications for the Queen's Award to Industry, 1970, is **October 31, 1969.** Application forms, together with notes of guidance on the completion of the form and on the presentation of statements of case for the Award, may be obtained from The Office of The Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000).

(A descriptive illustrated inset showing a selection of firms who received the 1969 *Award was published in September* 3 *issue of the* Board of Trade Journal.)

Extension of Mintech Certification Service to aid safety and exports

ON OCTOBER 1 Mintech's British Approvals Service for Electrical Equipment in Flammable Atmospheres, by agreement with the Department of Employment and Productivity, takes over from HM Factory Inspectorate the certification of 'intrinsically safe' electrical equipment for flammable atmospheres. BASEEFA already certify equipment of 'flameproof' type. The addition of 'intrinsically safe' types of equipment will mean that two widely-used methods of ensuring the safety of electrical equipment, for use in oil refineries, chemical works, and other places where there may be a danger of explosion (apart from mines), are now covered.

The service is designed, not only to ensure safety in this country, but also to assist in promoting British exports of electrical equipment by enabling manufacturers to offer a safety assurance to overseas buyers.

Detailed instructions to manufacturers who wish to apply for certification of electrical equipment are contained in a booklet, *BASEEFA Guide*, available free from BASEEFA, Ministry of Technology, Harpur Hill, Buxton, Derbyshire (Tel. 0298-2664) or from Mintech regional offices.

Electronics 'talk-in' on Canadian market

BNEC CANADA's electronics group is organizing a 'Talk-in' to stimulate British exports to Canada of scientific and industrial instruments and hydraulic equipment. It will be held at the Institute of Directors, Belgrave Square, London, from 16.00 to 20.00 hours on November 27, and firms wishing to take part should contact Mr. Peter Pralle, Secretary BNEC Canada, 6-14 Dean Farrar Street, London, S.W.1. To ensure that everyone has a chance to speak, attendance will be kept to around 40. If the talk-in is oversubscribed, follow-up meetings will be organized, says the chairman of the group, Mr. J. J. Eades, managing director of the Plessey International Group, the Plessey Co. Ltd.

The talk-in will deal with many points made in response to a recent BNEC Canada questionnaire to instrument, electronics and hydraulics firms. The answers showed that a number of British companies are concerned with the time and cost involved in obtaining approval for their products from the Canadian Standards Association. The industry is also looking for improved market research in Canada, and is in favour of bringing more potential Canadian buyers to Britain.

Furniture and timber industry training board

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, laid before Parliament on September 22 an Order* under the Industrial Training Act, 1964, redefining the activities by which the Furniture and Timber Industry Training Board exercises its functions. The Order came into operation on September 24, 1969.

*SI 1969 No. 1290 – HMSO, price 1s. 9d.

Another new factory for Pontllanfraith

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on September 25 that the Board of Trade are to build a new factory for Kayanson Engineers Ltd. of Chesham, Bucks, at Newbridge Road, Pontllanfraith, Monmouthshire, in the Special Development Area. The new factory will be of 25,000 sq. ft. and will have ample room for expansion.

Kayanson Engineers Ltd. are manufacturers of oil-, gas-fired and solid-fuel boilers and currently occupy a factory of 20,000 sq. ft. at Lydney, Glos. Because of the continuing expansion of their business and due to the impracticability of expanding at Lydney, the firm proposes to transfer their Industrial Shell type boilers to Pontllanfraith.

When the new factory is fully operational it is anticipated that about 80 people, nearly all men, will be employed. The company are already exporting to South Africa and Australia, and aim to increase overseas orders considerably within the next few years.

The factory will be built by the Welsh Industrial Estates Corporation on behalf of the Board of Trade on land which has been acquired from the Mynyddislwyn Urban District Council. It is expected that the factory will be ready for occupation towards the end of next year.

Note: On August 13 the Board of Trade announced that they were to build at Pontllanfraith a factory of 109,600 sq. ft. for Henley Forklift Co. Ltd. of Birmingham. This development envisaged the employment of 200 people, almost all of whom would be men.

Hoover £5¼ million expansion plans, mainly in DA factories

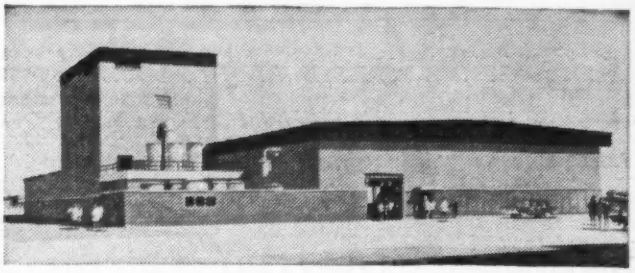
MR. FELIX N. MANSAGER, chairman of Hoover Limited, has announced in London a £5¼ million expansion scheme for manufacturing facilities to be spread over the next three years at the company's factories in England, Scotland and Wales, at Perivale, Middlesex; Cumbuslang, Lanarkshire; and Merthyr Tydfil, Glamorganshire. This announcement coincides with the fiftieth anniversary of Hoover in Britain and the opening of a conference in London of Hoover senior management from home and overseas to review plans for the future of the company.

These developments will, it is hoped, lead to the creation of more jobs, particularly in the development areas. Mr. Mansager said that these plans reflected the board's confidence in the future of the British company and in its employees. It also reflected long-term confidence in Britain's economy.

Following are details of expansion of the company's factories in Development Areas:

Cambuslang, Lanarkshire Fractional Horsepower Motors, specialized components, housewares (small appliances), cylinder vacuum cleaners. Building leased from Scottish Industrial Estates. Present 400,000 sq. ft. on main site to be expanded by 179,000 sq. ft. Investment: £1,524,000 mainly in plant and equipment.

Merthyr Tydfil, Glamorgan: Home laundry products, gas fires. Most buildings on main site owned by Hoover Limited. Present 780,000 sq. ft. at Merthyr to be expanded by 250,000 sq. ft. Investment: £3,191,000 in buildings, plant and equipment.



Work has started on a new 45 m × 52 m (20,000 sq. ft.) factory at the Tynemouth works of Formica Limited. The entire building, including automated plant and equipment, has been specified in metric quantities to facilitate world wide marketing of sophisticated glass/epoxy-based laminates for printed circuit applications. Commissioning is scheduled within 12 months, and output will be 3.75 square metres (39 sq. ft.) per minute, thereby more than doubling capacity for this class of laminate.

United States manufacturer to invest in Highlands

IT WAS ANNOUNCED by the Highlands and Islands Development Board on September 22 that Mr. Gilbert Shaw, a 56-year-old chemical engineer who founded Polymers Inc. in Middlebury, Vermont, USA in 1946, is to form the new company of Gilbert Shaw Ltd. to establish a manufacturing and research and development enterprise in Campbeltown, Argyll.

The project involves the manufacture of a range of precision parts for machines patented by Mr. Shaw and used in the production of synthetic fibres. Research and development will proceed in fibre and other fields. Production is expected to begin in November from a 1,100 sq. ft. factory which Mr. Shaw has purchased.

The scheme, which the Highland Board are assisting, is the first American-backed company and the first research and development centre to be attracted to the Highlands and Islands by the Board.

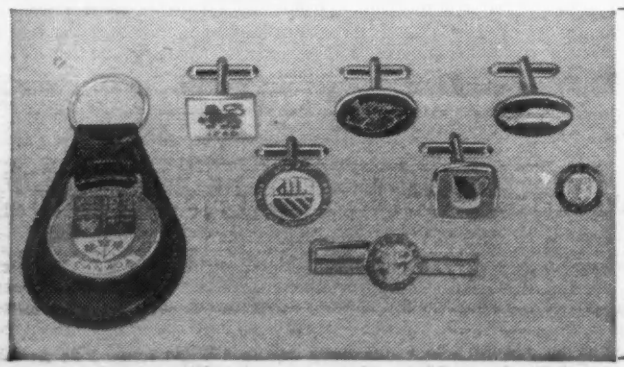
Polymers Inc., manufacturing synthetic fibres in addition to specialized, patented machinery for the industry, started with a staff of two and now employ over 200. Initially, the Campbeltown factory will provide employment for six but it is anticipated that expansion will be roughly similar to that experienced in Vermont.

Opening of new factory at Annan

A NEW £50,000 development at Annan, Dumfriesshire, was officially opened on September 25 by Mr. Hector Monro, MP, for James North and Sons Ltd., of Hyde, Cheshire, the world's largest manufacturers of industrial safety products.

The 11,500 sq. ft. factory on Annan Town Council's industrial site at Provost Mills already employs 80 people in the manufacture of industrial gloves. It is intended eventually to make a wide range of articles in the company's product range, and at this later stage of development, employment could rise to 200.

The company was introduced to Annan by the Scottish Council (Development and Industry). Mr. Hope H. Hunter, the Council's administrative manager and former officer in the South of Scotland, said that the project, employing mainly female labour, would provide a good balance to the male employing industries already established in the town.



BADGES . ENAMEL CUFF LINKS
PEWTER CRESTED TANKARDS
MEN'S WEAR ACCESSORIES
COMPANY TRADE MARKS
reproduced for advertising
KEY RINGS – ON LEATHER & P.V.C.
MANHATTAN-WINDSOR GROUP
Manhattan Products (Birmingham) Ltd
Windsor Cuff Links Ltd Badges (Birmingham) Ltd
STEWARD ST. BIRMINGHAM 18. ENGLAND.
Telephone: 021-454 6404 Telex: 338633

Aviation and Shipping

Mr. Rodgers discusses problems of airport planning

'AIRPORT PLANNERS today have a task that becomes ever more important but also ever more difficult,' said Mr. William Rodgers, Minister of State, Board of Trade, at the opening session of the conference 'World Airports: the Way Ahead' organized by the Institution of Civil Engineers on September 23. Mr. Rodgers attributed these difficulties to three main causes.

First, there was the continuing high rate of growth of the world's air traffic – passenger and freight. If, as was suggested by the forecasts in one of the conference papers, passenger traffic were to increase four times between 1968 and 1980, it was clear that over the coming years there would be need for an enormous expansion of passenger handling facilities at existing airports. 'Even when account is taken of expected increases in the size of aircraft and in the capacity of existing runway facilities over this period,' said Mr. Rodgers, 'it seems inescapable that there will also be need for a large number of new runways, often, no doubt, in the form of whole new airports.'

The problem of marshalling resources to cater for this vast increase in demand would be aggravated by a second factor – the public's entirely reasonable insistence on continuing improvement in the *quality* of passenger and freight handling, particularly in the devising of simpler and quicker means of processing on the ground. We should not forget this aspect through preoccupation with the need for a greater *quantity* of facilities.

The third factor that was serving to aggravate the problems of airport planners was the awareness we had of the complex effects of an airport on its environment. The public were demanding that airport development decisions give more weight than before to all considerations of amenity. This seemed an inevitable and healthy trend, said Mr. Rodgers, but its significance to the airport planner was that it extended the time-scale of decision-making – at a time when the other two factors mentioned were calling for even quicker action.

Referring in particular to the problems over the siting of a third airport for London, Mr. Rodgers said that the Government had devised machinery which would, he believed, deal with the many complex issues and divergent interests democratically, yet reasonably quickly and would finally enable the Government to take and implement a decision that would be understood and accepted by the country at large.

The independent Commission appointed by the Government were now in the middle of their task, which was expected to take two years in all – perhaps a little over – and to cost the Government about £1 million. 'I am not saying that every decision on every new airport should involve a procedure of precisely this kind,' said Mr. Rodgers. 'Some sense of proportion must be involved. But I am sure that in this case we were right and that the wider lessons for airport location – and the techniques involved – will have been learnt.'

In return for this cost in time and resources the Government expected to have by the end of next year a report which would prove widely acceptable and would enable them to take a sound and final decision on the new airport site.

The Minister said that the third London airport provided two important lessons for those of who held responsibility for airport planning. 'In the first place, it will in future more than ever be necessary for airport planners to take full account from the start not only of aviation considerations but of the impact of their plans on the community as a whole. Secondly, as a consequence both of this need for a wider view of airport planning and of the continuing increase in the quantity and quality of air transport demanded, the airport planner is going to have a shorter and shorter time in which to do a bigger and bigger job.'

The conference was sponsored jointly by the Institution of Civil Engineers, the Royal Institute of British Architects, the Royal Aeronautical Society, the Institute of Transport and the British Airports Authority, in association with the American Society of Civil Engineers.

New customs form for exports by air

HM CUSTOMS AND EXCISE have introduced a new specification form Form X.S. 29 (Air). For goods exported by air, the new form will be used instead of the ordinary Form X.S. 29 which was designed primarily for sea traffic and which will continue in use for that purpose. Form X.S. 29 (Air) will be distinguished by being printed on pale blue paper.

Supplies of these forms may be obtained from Customs offices at ports or airports or from offices of Collectors of Customs and Excise.

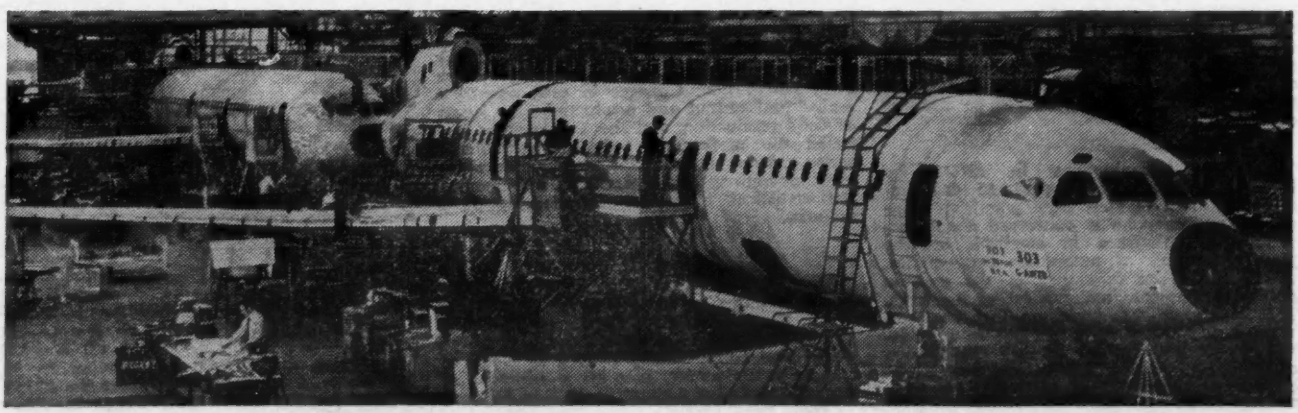
Note:

For the majority of exports, a specification form is the sole document required by Customs. It is required so that the export statistics may be compiled. Complete and prompt recording of exports is vitally important. The new form is more suitable than the present form for use with air traffic.

Amendments to Merchant Shipping Radio Rules

ON SEPTEMBER 25, the Board of Trade published details of minor changes in the requirements for portable radio equipment for survival craft. In addition, references in the rules to the Postmaster General are changed, in consequence of the transfer of his functions to the Minister of Posts and Telecommunications and the Post Office under the Post Office Act, 1969. The changes, which come into operation today, are set out in The Merchant Shipping (Radio) (Amendment) Rules, 1969, Statutory Instrument No. 1315 and the Merchant Shipping (Radio) (Fishing Boats) (Amendment) Rules, 1969, Statutory Instrument No. 1316.

Copies of the Rules, as amended, can be obtained from HMSO, 49 High Holborn, London, W.C.1, or branches, price 6d. each, or by post (10d. each) from HMSO, PO Box 569, London, S.E.1.



Production of the Trident 3B jet airliner is in full swing at the Hatfield factory of Hawker Siddeley Aviation. The third aircraft G-AWZB has joined the assembly line and is rapidly taking shape. The Trident 3B, 26 of which have been ordered by BEA (with an option for 10 more), is the high-capacity stretched version of the Trident family, which can carry up to 170 passengers in an all-tourist configuration. The first Trident 3B will fly later this year, and deliveries to BEA will commence in 1971.

New Books

Praeger Special Studies in International Economics and Development. (Distributed in the United Kingdom by Pall Mall Press, 5 Cromwell Place, London SW7.)

The Praeger Special Studies programme is designed to make new and specialized research quickly available to academic, business and government communities. The studies are prepared by specialists from research and business organizations, major universities and government departments. The studies are published in three series, of which the one primarily concerned with international economics and development was initiated in 1964, and has since grown rapidly to include over 130 titles. The main subjects dealt with are agricultural development, commodities and markets, international development, international economics, international finance, international trade, and technical assistance. The following titles have been recently published.

Guide for Development: Insititution-Building and Reform, by Hiram S. Phillips. (300 pages. £6 5s.) is intended as a practical guide for individuals and organizations concerned with the development of institutions contributing to economic growth and social development in the developing countries. Four case studies of institutional development are included, among them tax modernization in Chile and fiscal management in Thailand.

Resource Flows to Less-Developed Countries, by Clive S. Gray, (322 pages. £7 5s.) is about an aspect of the flow of financial resources from economically advanced to less-developed countries. The burden of servicing that portion of the flow which is repayable, is placed on the less-developed countries. The book includes an examination of the range of techniques employed in resource transfer.

The process of growth and development in a small country with few resources relative to size of population is examined in **The Jamaican Economy,** by Ransford W. Palmer. (201 pages. £6 5s.) This is the first comprehensive study of the modern Jamaican economy since the World Bank's report in 1952, and concentrates on the post-1950 period. The author had firsthand experience of Jamaica's development process during his service in a number of Jamaican government departments.

Manpower Development in Africa, by Robert D. Loken, (164 pages. £5 4s.) presents the point of view of a practising manpower specialist who is concerned about correcting an imbalance in emphasis on the planning aspects of manpower programmes, which have been developed at the expense of the development and utilization functions. The book provides guidelines for the planning and administration of manpower development programmes in all developing countries, and it explores the practical implications of changes now being effected in such areas as education, agricultural development and productivity improvement in many of the African countries. A case study of Ghana, where the author was a manpower adviser from 1961 to 1964, is included.

In A Monetary Policy in Latin America. (165 pages. £6 5s.) Pierre Uri, with Nicholas Kaldor, Richard Ruggles and Robert Triffin, examine the effects of inflation on the distribution of income, political stability and economic development in Latin America today, and put forward a strategy for growth and stability. A statistical appendix covering 56 pages is an important feature of this study, which is published for the Atlantic Institute.

Two studies deal with aspects of economic development in India. **Taxation and Economic Development in India,** by James Cutt, (430 pages. £7 6s.) views India's tax system within the wider context of planned economic development. The author reviews the objectives of the Indian taxation policy and examines the extent to which federal and state taxes meet these objectives. There is a separate chapter on corporation income taxation. Some general conclusions on taxation and economic development complete the volume. **Commercial Policy and Economic Development in India,** by V. S. Vartikar, (178 pages. £6 5s.) deals with India's commercial policy since 1947. The author finds that commercial policy should assist agricultural development, a prerequisite for sustained growth in India; that in the past export promotion has been over-emphasized; that long-range effects have not always been considered when import-export restrictions have been imposed to meet balance of payments problems, and that inadequate use has been made of the price mechanism.

The role of agriculture in developing countries is a topic which appears briefly in several of the above volumes. The series also contains several titles dealing primarily with agriculture, of which the following have recently appeared. **Agricultural Co-operatives and Markets in Developing Countries,** edited by Kurt R. Anschel, Russell H. Brannon and Eldon D. Smith, (396 pages. £6 5s.) is based on a seminar held in 1967 at the University of Kentucky. The 22 papers in the volume include case studies of agricultural marketing and co-operative experience in selected developing countries and regions. The contributors include sociologists and anthropologists as well as economists, but an overall view of the conference findings as seen by an economist is given in a chapter specially written for the volume. **The Agricultural Development of Argentina: A Policy and Development Perspective,** by Darrell F. Fienup, Russell A. Brannon and Frank A. Fender. (474 pages. £7 6s.); **The Agricultural Development of Mexico. Its Structure and Growth Since 1950,** by Eduardo L. Venezian and William K. Gamble. (304 pages. £6 5s.), and **The Agricultural Development of Peru,** by Arthur J. Coutu and Richard A. King. (208 pages. £5 5s.) are each based on a study sponsored by the Ford Foundation. Changes in each country's agricultural output and productivity, in levels of food production, and the relationships between the performance of the agricultural sector and the nation's total economic development are amongst the topics discussed. Numerous statistical tables are included in these volumes.

Most of the above volumes had their origins in work done or sponsored in the United States. However, **The Economics of Education in the USSR.** (250 pages. £6 18s.), although edited and translated by Harold J. Noah of Columbia University, presents a selection of papers given at a conference held in Moscow in 1964. The 25 articles, all written in terms of the Russion experience, deal with general problems of the economics of education, education and increasing labour output, and planning in education.

The United Kingdom Building Industry as a Market for Adhesives and Sealants. (2 volumes, vol. 1, 70 pages; vol. 2, 239 pages. Business Intelligence Services Ltd., Chemicals and Plastics Unit, Newland House, 139 Hagley Road, Edgbaston, Birmingham 16.) This detailed report has been prepared for the senior managements of companies supplying adhesives and sealants to the building industry and should also be of value to companies using these products. According to the introduction the aim of the survey is to provide subscribers with a critical analysis of the market. Additionally, emphasis is laid on the ways in which subscribers can improve their performance in this market, by examining in turn the major types of adhesives and sealants, their uses, the way in which they are specified and the way in which the eventual user obtains his requirements. As very little published material exists on this particular market, most of the information in this study was derived from a large number of detailed personal interviews. Research and trade organizations were particularly helpful in giving guidance on sample frames. The report which is in two volumes provides data on current and future market size for specific adhesive groups and end-use areas. The sections on marketing deal with those aspects of promotion, sale and distribution, which can positively affect a company's position in the market. Volume 1 contains the review of the building industry and volume 2 the adhesives and sealants marketing study.

The Business Cycle in the United Kingdom 1948-1968. (20 pages. Econtel Research Ltd., Bridge House, 181 Queen Victoria Street, London EC4. £3). Econtel claims that there has been a regular business cycle in the United Kingdom since the 1939-45 War. It provides a detailed record of the actual size and timing of business cycle fluctuations in the United Kingdom over the period 1947 to 1968, and a measure of overall growth during that period.

Other Publications

ANGLO-JAPANESE TRADE DIRECTORY 1969-71. 5th edition. 256 pages. Available free from the Anglo-Japanese Economic Institute, 342-346 Grand Buildings, Trafalgar Square, London WC2.

COMPANY FREIGHT MANAGEMENT, by George Allan Hughes. 196 pages. Gower Press. £3.

DECISION THEORY AND INFORMATION SYSTEMS: AN INTRODUCTION TO MANAGEMENT DECISION MAKING, by William T. Greenwood. 818 pages. Edward Arnold (Publishers) Ltd. £4 10s.

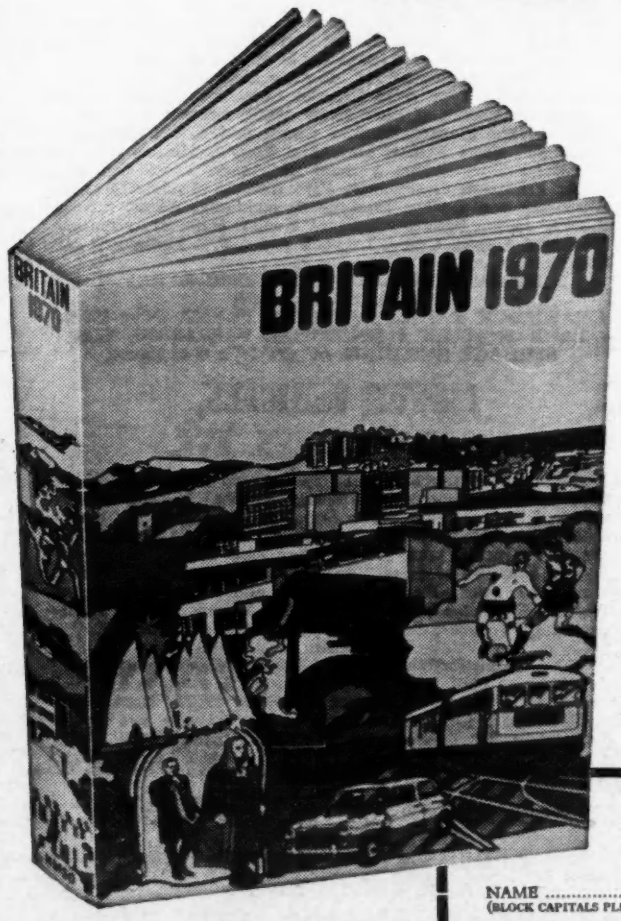
Correction to the New Books Page September 17, 1969

The items listed below appeared on the New Books Page. These are reports by the United Kingdom Scientific Mission, and are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2 (Tel. 01-405 3422).

(1) **Housing for the USA – Operation Breakthrough,** by H. K. Bourne. 4 pages *UKSM Report No.* 69/50. (2) **New Horizons in Colour Aerial Photography,** by H. K. Bourne. 12 pages. *UKSM Report No.* 69/51. (3) **Weather Forecasting and Climate Modification,** by H. K. Bourne. 4 pages. *UKSM Report No.* 69/52. (4) **Smithsonian Institution – Centre for Short Lived Phenomena,** by H. K. Bourne. 2 pages. *UKSM Report No.* 69/53. (5) **Overseas Newsletter No. 13, July 1969.** 4 pages. (6) **Transportation Bulletin No. 17,** by H. K. Bourne. 14 pages.

All about Britain

Send your overseas business friends this 520 page greetings card for Christmas



The Board of Trade is again sponsoring a gift scheme, whereby your overseas business associates can receive copies of "Britain 1970" – with your compliments – direct from Her Majesty's Stationery Office.

Running to 520 pages or more, it is a detailed and comprehensive guide to just about every aspect of the British way of life.

Prepared each year by the Central Office of Information in collaboration with other Government departments, this illustrated volume will make a splendid Christmas or New Year gift for your overseas business friends.

The book's nineteen chapters cover everything about Britain today: from the latest industrial production index to the advancement of the Sciences and the Arts – from the National Health Service to the origins of cricket.

The cost to you is only 36/6 per copy, including overseas postage, and in addition you receive attractive greetings cards with envelopes to despatch to your overseas friends. This way, you can let them know that a copy of "Britain 1970" will be reaching them in the New Year as a gift from you.

To find out more about the scheme, fill in and post the coupon below.

I am interested in your **"Britain 1970"** gift scheme.
Please send me the leaflet giving full details, and the order form.

NAME .....
(BLOCK CAPITALS PLEASE)

ADDRESS .....

.....

B2

Post this coupon to: U.K. Publicity Section (707), Board of Trade, 1 Victoria St, London, SW1.

SHIRLAW, ALLAN & CO.

AUCTIONEERS, HAMILTON

IMPORTANT SALE OF BRITISH and AMERICAN-BUILT MOTORIZED MACHINE TOOLS, INSPECTION EQUIPMENT, SMALL TOOLS, OFFICE and WORKSHOP EQUIPMENT, 6 TONS BRIGHT STEEL and BRASS SECTIONS, ETC.,

including

MACHINE TOOLS, ETC.

17 Ward Combination Turret and Capstan Lathes, No. 10, No. 7, No. 3A, No. 2A and No. 1A; 3 Warner & Swasey Nos. 1A, 2A and 3A Combination Turret Lathes; 3 Warner & Swasey No. 3 Capstan Lathes; 2 Gisholt No. 5 Combination Turret Lathes; 9 Le Blond, D.S. and G., Lang, Edgwick and Hendey A.G.H. Centre Lathes; 2 Cincinnati No. 2 Horz. Milling Machines; Edgwick 18″ Production Milling Machine; Cincinnati No. 2M and Milnes Vertical Milling Machines; 2 Webster & Bennett 42″ and 24″ Vertical Boring and Turning Mills; 2 Kearns and Pearn-Richards No. 2 Horz. Boring and Facing Machines; Asquith 4½′ Type LDR, Town 3½′ and Adcock & Shipley 3′ Radial Drills; 5 Pollard and Achdale 6, 4 and 2-Spindle Vertical Drills; Progress Type 4E Pillar Drill; 4 Bench Drills; Kellenberger 9″ x 21″ No. 50M Universal Grinder; Studer 4½″ x 9″ Type RM250L Automatic Three-Cycle Cylindrical Grinder; Landis 6″ x 18″ Plain Cylindrical Grinder; Brown & Sharpe No. 10 Surface Grinder, Milford 10″ and Norton 16″ Pedestal Grinders; Tauco 12″ Abrasive Cut-Off Machine; 2 Rapidor 8″ Power Hack Saws; 2 Canning 3 H.P. D.H. Polishers; Jones & Shipman 1,000-lb. Vertical Hydraulic Press; Guyson Sand Blast Cabinet, etc.,

INSPECTION EQUIPMENT, SMALL TOOLS ETC.

43 Micrometers; 10 Vernier Height, Depth and Caliper Gauges; Sigma Screw Diameter and Radius Measuring Machine; Comparators; 3 Sets Precision Slip Guages; Autostrobe Projector; 2 Clinometers; Dial Test Indicators; Plug and Ring Gauges; 15 Coventry and 17 Landis Die Heads; 9 Tapping Attachments; 9 Autolock Collet Chucks; Vices; Portable Electric Drills; Milling Cutters; Twist Drills; Cutting Tools; Taps; Dies; Reamers; 4 C.I. Surface Tables 6′ x 4′ and 4′ x 3′; C.I. Box Tables and Angle Plates, etc.,

WORKSHOP and OFFICE EQUIPMENT, ETC.

A.I.D. Electric Air Compressor Unit; 3 King 1-Ton and 10-Cwt. Electric Hoist Blocks; 4 Martonair 120-lb. Pneumatic Hoist Blocks; 5 Collis Trucks; 36 Tuglift Bogies; Wickham 10-Cwt. Portable Workshop Crane; E.P.C.O. 5-Ton Hyd. Trolley Jack; Pressure Gauge Test Equipment; Steel and Wooden Stock Bins, Racks, Work Benches and Cupboards; 4 Typewriters; Nig Copymaster 40″ Photo Printer; 4 Duplicators; Electric Calculator; Adding Machine; 8 Steel Filing Cabinets; 8 Steel Stationery Cupboards; 2 Safes; Desks, Tables and Chairs; 2 Acoustic Telephone Booths; 2 Bylock Hand Driers, etc.,

AT INDUSTRIAL ESTATE, THORNLIEBANK, GLASGOW,

on TUESDAY, 14th OCTOBER, 1969, at 10.30 a.m. prompt.

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from Messrs. C. & A. Stewart Ltd., who are vacating the Premises, to Sell, by Auction, as above.

ON VIEW DAY PRIOR TO SALE.
CATALOGUES FROM AUCTIONEERS.

Hamilton, September 1969. Tel. No. Hamilton 23063

IMPORTANT ANNUAL SALE OF CIVIL ENGINEERING PLANT and MOTOR VEHICLES, ETC.

including

PLANT and EQUIPMENT, ETC.

Two 19 R.B. Excavators, with Dragline Face Shovel Equipments; Hy-mac 580, Priestman Beaver and 3 R.B. Hydraulic Excavators. (New 1967); Caterpillar 955H Traxcavator. (New 1963 and Reconditioned July, 1969); 3 International B.100 Loaders. (New 1966); International B8K3 Loader; International Wain-Roy B.2275, Massey-Ferguson 710 and J.C.B.4 Excavator-Loaders; 7 Holman, Ingersoll-Rand and Broomwade Portable Diesel Air Compressors; 22 Liner, Thwaites and Benford Diesel Dumpers; Muir-hill 14B and Aveling-Barford 4-Yard Dumpers; Green's 10-Ton and Aveling-Barford 3-Ton Road Rollers; Green's Tandem Vibratory Road Roller; 3 Winget Dynapac and Green's Hand-Propelled Vibratory Rollers; 4 Diesel-Driven Concrete Mixers, 5/3½ and 21/14 Models; 3 A.C.E. and Wickham Mast Hoist; 3 A.C.E. and B.H.C. 20/30-Cwt. Hoist Winches; 3 Rob Roy and Chalmers-Edina Diesel-Driven Diaphragm Pumps; Barber-Greene Junior Model 875 Asphalt Finisher; 3 Liner Diesel Portasaws; 2 Mobile Welding Sets; 4 Diesel-Driven Generator Sets; 8 Petter, Lister and Ruston Diesel Engines; 7 A.C. Motors; from 35 H.P.; Wadkin-Bursgreen 10″ Type AGS Circular Saw Bench; Wadkin 14″ Type BRA Cross-Cut Saw. (New 1966); Bursgreen 9″ Type BFT Surface Planer; Wadkin Chain and Chisel Mortiser; White 30″ Panel Planer; Danckaert Spindle Moulder; White 30″ Band Saw; Traffic Signals; 50 Acrow Props Concrete Skips; Priestman Grab; Atlas FH4 Electric Straddle Stacker; Workshop and Garage Equipment, including: Chain Lifting Blocks, Jacks, Battery Charger, Kango Hammer, Shearing Machines, Gantry Crane, Laycock and C.P.T. Stationary Air Compressors, etc.,

2 HENDERSON 10-TON ELECTRIC DERRICK CRANES. 120′ JIBS;
CRAIGROCK RADIUS BATCHING PLANT. (New 1965).
TARRAN MARK 4 SECTIONAL PREFABRICATED STORAGE BUILDING, 64′ x21′ 3″ x 8′ to Eaves;

MOTOR VEHICLES, MOBILE CRANES, ETC.

Hydrocon Hamilton 10-Ton Lorry-mounted Crane, on Albion Clydesdale Chassis. (New 1966); Lorain 10-Ton Lorry-mounted Crane; Jones 3-Ton Super 40 Mobile Crane; Scammell Highwayman 35-Ton Low Loader. (New 1964); A.E.C. Mercury Tractor, with King 20-Ton Low Loader and York 20-Ton Trailers; 11 Ford Trader, Dodge and Foden Tipping Trucks; 7 Ford, Bedford, Leyland and Morris Vans and Pick-Up Trucks; 3 Land Rover Utility Vehicles; Large Number Scrap Vehicles; Scrap Brass, Scrap Batteries, etc.,

also

Per instructions from the Forestry Commission

4 Priestman Wolf Mark IV Excavators, 3 with Face Shovel and 1 with Back-Acter Equipment. (New 1963); Track Marshall Model 55, Fordson SD50 County Crawler and International BTD8 Tractors. (New 1963); 2 International BTD8 Drott Skid Shovels. (New 1963); Green's 3½-Ton Towed Vibratory Road Roller. (New 1964);

AT ALBYN PLANT DEPOT, BROXBURN, WEST LOTHIAN

on THURSDAY, 16th OCTOBER, 1969,

at 10.30 a.m. prompt.

SHIRLAW, ALLAN & COMPANY,

Auctioneers and Valuators,

5 KEITH STREET, HAMILTON, LANARKSHIRE.

ON VIEW DAY PRIOR TO SALE.
CATALOGUES FROM AUCTIONEERS.

Hamilton, October, 1969. Tel. No. Hamilton 23063

Government surplus sales by auction

MINISTRY OF DEFENCE

Date	Stores	Location	Auctioneers
October 8	**Miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447).**

Industrial, electrical, electronic, garage and engineering plant; aircraft spares, equipment and tyres; M.T. spares; 2½ S.P. horizontal boring machines; 10-cwt. jib cranes; pile driving plant; 300/400 psi compressors; drilling machines; tool and cutter grinders; pedestal and bench grinders; power saws; SS & SC lathes; welding machines; shaping and pipe screwing machines; vertical, cylinder and surface grinders; bandsaws; punching presses; slotting machines; coil winders; radio and radar equipment; electrical test sets; electric cable; telephone and wireless equipment; hand tools; trolley jacks; M.T. spares; tyres; hydraulic jacks; batteries; X-ray equipment and components; ball, roller and thrust bearings; storehouse trucks; roller conveyors; auto scythes; ferrous and non-ferrous scrap; canvas; rubber; rags; canvas sheeting and tentage; webbing; leather; cordage; blankets; ankle boots and shoes; greatcoats; B.D., blue serge and denim trousers and blouses; mattresses; sheets; shirts, jumpers; jerseys; carpets; kilts; overalls; canvas haversacks; kitbags and packs; parachute components; kitchen utensils; cutlery; earthen and glassware; miscellaneous office and canteen furniture; stacking chairs; wood and metal boxes; steel safes; binoculars and a large assortment of other miscellaneous general stores.

October 14-16	**Vehicles, road making equipment**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).**

Saloons; estate cars; Land Rovers; trailers; tractors; trucks; coaches; cranes; commercial vans; scrapers; angledozers; breakdown and heavy duty vehicles; hydraulic tippers; graders; plant and equipment, etc.

October 21-23	**Miscellaneous stores**	**The Lido Hall, Winchester**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).**

Engineering construction equipment; spares for Ruston Bucyrous excavator; Tasker 2-wheeled trailer with generator set and 4-wheeled radar cabin; Barford dumpers; concrete mixer; plant and equipment; paints and primers; wooden boxes; cordage; machine tools including, SS and SC lathes; horizontal vertical and pedestal millers; hydraulic shearing press; bench drilling machines; grinders; hacksaws; shapers; vertical drills; planing and thicknessing machines, hand press; gear cutting machines; woodworking lathes; slotting machines, etc.; large quantity of vests and drawers and other clothing; textiles; household and office furniture and a large assortment of miscellaneous general stores.

October 29	**Miscellaneous stores**	**Auctioneers premises**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292).**

Miscellaneous wireless receivers and spares; fire pump equipment; pneumatic hoists; electric motors; hydraulic conveyor; miscellaneous electrical equipment; electric fans; Harvey Frost hand crane; union nut welding machine; electric sewing machines; large assortment of clothing; textiles; household and office furniture; general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
October 7	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details of Board of Trade and Northern Ireland Government factories apply to:

England
English Industrial Estates Corporation
Team Valley
Gateshead-on-Tyne 11

Scotland
Scottish Industrial Estates Corporation
3 Woodside Place
Glasgow C.3

Wales
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
21 Linenhall Street,
Belfast 2,

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,796	1963	1963 21,788	1963 20,195	1963 20,195	1966 11,372	1963 4,917	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	113	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	114	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	120	133	134	112	104	138	128	134	147	143	169	–47	75	95
1967															
2nd quarter	111	113	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	114	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	116	128	129	112	104	132	120	118	139	146	68	–30	22	2
1968															
1st quarter	114	118	131	134	115	105	137	120	130	145	149	–68	–100	5	49
2nd quarter	112	119	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	120	134	134	111	103	137	128	133	147	139	42	7	10	5
4th quarter	118	122	135	137	113	104	143	144	146	144	142	130	23	38	40
1969															
1st quarter	114	122	139	138	111	102	130	121	128	136	135	133	120	–11	13
2nd quarter		123				104		132 p	134 p				4 p	– 9 p	– 3
1969															
March		122				102									
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
			Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
	at 1963 prices	at 1958 prices											
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	..
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	..
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	194·6	499	206		162	154	18
2nd quarter	119	131 p	131·8	5·4	124·2	115·1	195·4	527	195		168	162	75
3rd quarter								581 p	192 p				
1969													
March	111	134	130·3	6·3	122·7	114·4	195·0	504	203		163	155	
April	117	134 p	131·7	5·5	123·7	114·8	195·1	519	199		166	154	
May	119	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July		132 p	132·1	5·3	124·5 p	115·8 p	196·6	577	186		170	163	
August			131·8	4·9	126·2 p	115·9 p	197·0	585	192		165 p	179 p	
September								580 p	199 p				

† Not seasonally adjusted.

Quarterly analysis of man-made fibre production

TOTAL PRODUCTION by weight of synthetic fibres in the second quarter of 1969 was 13 per cent more than in the same quarter of 1968; while production of viscose and acetate fibres was 1 per cent less.

Within the total for synthetic fibres, production of continuous filament was 9 per cent more and staple fibre 18 per cent more. Under the heading 'viscose plus acetate', production of continuous filament was the same as in the second quarter of 1968 while that of staple fibre was 1 per cent less.

Quarterly averages and quarterly totals — million lb. (†)

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	36·5	105·4	21·9	43·6	14·6	61·8
1962	45·7	111·1	28·5	44·2	17·2	66·9
1963	58·1	121·7	35·4	47·1	22·6	74·6
1964	69·7	136·8	41·4	53·1	28·3	83·5
1965	81·6	134·0	45·0	54·1	36·6	79·8
1966	96·3	124·1	52·8	50·0	43·5	74·1
1967	107·0	131·8	59·6	50·0	47·3	81·8
1968	147·9	149·2	79·5	53·7	68·4	95·5
1965 1st quarter	81·9	143·9	46·8	56·1	35·1	87·8
2nd quarter	81·5	140·4	47·3	53·8	34·2	86·6
3rd quarter	79·3	120·1	42·4	51·3	36·9	68·9
4th quarter	83·6	131·4	43·5	55·3	40·1	76·2
1966 1st quarter	99·5	129·0	54·1	54·0	45·5	75·0
2nd quarter	108·3	124·1	60·0	51·6	48·3	72·5
3rd quarter	90·3	115·1	50·8	46·4	39·5	68·7
4th quarter	87·2	128·1	46·5	48·1	40·7	80·0
1967 1st quarter	107·1	130·0	58·8	47·8	48·4	82·2
2nd quarter	108·9	131·9	59·7	50·3	49·2	81·6
3rd quarter	92·7	122·4	52·7	49·1	40·0	73·3
4th quarter	119·2	142·9	67·3	52·7	51·9	90·2
1968 1st quarter	140·7	151·8	79·0	55·0	61·7	96·8
2nd quarter	147·1	151·3	79·4	55·7	67·7	95·6
3rd quarter	141·4	143·3	75·3	49·6	66·1	93·7
4th quarter	162·5	150·5	84·5	54·6	78·0	95·9
1969 1st quarter	157·2	155·7	87·0	56·9	70·1	98·8
2nd quarter	166·8	150·0	86·8	55·8	80·0	94·2

The heading 'Viscose + acetate' includes triacetate.
(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

739,000 visitors come to Britain in July

BRITAIN attracted 739,000 foreign visitors in July – 135,000 more than in the same month last year, reports the British Travel Association. A BTA spokesman said the July arrivals brought the total number of foreign visitors to Britain in the first seven months of this year to 2,270,000 – an increase of 461,000 (25 per cent) over the same period of record-breaking 1968.

Census of distribution and other services

VOLUME 1 of the Report of the Census of Distribution and other Services for 1966 is at present in preparation and will shortly be published.

Some tables for retail organizations relating to persons engaged and wages and salaries by kind of business, form of organizations, and wages and salaries as a percentage of gross margin, will appear in this report. Similar tables, with the addition of a breakdown by company status and by amount of turnover, derived from the 1961 Census of Distribution have not hitherto been published. Copies of these latter tables are now available on request from the Director, British Statistics Office, Chartist Tower, Dock Street, Newport, Mon., MPT IXG (Tel. 0633-52277, Ext. 80).

New companies registered in Northern Ireland

IN THE month of August 1969 16 private companies with a total nominal capital of £55,500 were registered in Northern Ireland.

During the period January-August 1969 195 companies with a total nominal capital of £1,357,000 were registered as compared with 210 companies with a total nominal capital of almost £3,155,000 in the same period of 1968.

Registration of business names—fees increase

ON NOVEMBER 1, 1969, the fee for the registration of any one statement under the Registration of Business Names Act, 1916, will be increased from 5s. to £1.

The fee has been 5s. since 1917 and the change is being made to help meet the increased cost of running the Registry of Business Names.

The Business Names (Amendment) Rules, 1969 (S.I. 1969, No. 1330), giving effect to the increase, were published on September 26, 1969. Copies of these Rules can be obtained from HMSO, price 4d. each or 8d. inclusive of postage.

Note: The Registration of Business Names Act, 1916, requires principally that all persons carrying on business under names other than their true surnames shall register with the Registrar of Business Names by providing a statement containing details of the business. A statement of any specified changes in the business must also be registered.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 7146).

Registrations of British and Foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, September 26, 1969
Br/E indicates that the film is a British quota film

Title of Film	Registered No	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Movietone News 2103	Br/E 34305	5	September 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2103 A	Br/E 34306	7	September 26	" " "	" "
Pathe News69/77	Br/E 34357	8	September 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69/78	Br/E 34358	7	September 26	" " "	" "
				FOREIGN	
The Undefeated	F 34401	118	September 22	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation
The Sinners (La Piscine)	F 34402	110	September 22	Cinecenta Film Distributors Ltd.	Societe Nouvelle De Cinema, Paris
Hugo and Josefin	F 34403	83	September 22	" " "	Sandrew Film and Teater AB, Stockholm
Bootleggers	F 34404	95	September 25	Eagle Films Ltd.	BRS Produzione Film SRL, Rome and Tecisa (Television y Cine SA), Madrid
Michael and Helga	F 34405	85	September 25	" "	Dr. Camerer Film Productions, Munich
Freckles	F 34406	75	September 25	" "	Rinco Film, Munich and United Pictures, Rome
Greetings	F 34407	85	September 25	" "	A West End Films Production
Eva – The Way to Love	F 34408	86	September 25	" "	Rinco Film, Munich and Continental Film, Berlin
The Litterbug	F 34409	8	September 25	Walt Disney Productions Ltd.	Walt Disney Productions

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during May 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during May 1969 amounted to 17,205 thousand net registered tons; this was 6·7 per cent more than the corresponding month of 1968. Commonwealth vessels accounted for 7,314 thousand n.r.t.

During the first five months of the year the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 77,177 thousand n.r.t., an increase of 4·7 per cent over the tonnage for May 1968.

In the coasting trade there was a 3·7 per cent decrease in the total of May 196 of arrivals and departments with cargo during the month net tonnage of arrivals and departures with cargo during the month compared with 1968.

Note: Net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross registered tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movements at United Kingdom ports

Foreign Trade	Entered					Cleared				
		Thousand Net Tons					Thousand Net Tons			
	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo: May 1968	6,240	10,228	3,693	216	6,319	4,925	5,899	2,887	176	2,836
May 1969	6,343	11,163	4,151	249	6,763	4,965	6,042	2,707	207	3,128
January-May 1968	30,015	48,575	18,304	1,063	29,208	23,283	25,111	11,795	660	12,656
January-May 1969	29,992	51,009	19,144	1,233	30,632	23,172	26,168	11,703	736	13,729
In ballast: May 1968	1,530	2,571	1,026	53	1,492	3,149	7,464	2,428	132	4,904
May 1969	1,535	2,480	1,192	50	1,238	2,967	7,166	2,416	156	4,594
January-May 1968	6,285	9,023	3,820	250	4,953	13,667	32,798	10,365	646	21,787
January-May 1969	6,723	9,773	3,964	242	5,567	13,861	32,824	10,386	756	21,682

(†) Includes Irish Republic and South Africa.

NI RETAIL SALES, *continued from page* 886

Index numbers of value of sales per week and *percentage increases compared with a year earlier.*

1965 = 100

	All kinds of business		Food shops		Non-food shops							
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966	102		106		99		98		98		102		92	
1967	103	*1*	109	*3*	100	*1*	95	*-3*	99	*1*	103	*2*	94	*3*
1968	109	*6*	118	*8*	104	*4*	100	*4*	106	*7*	107	*3*	101	*7*
1968 1st quarter	106	*7*	114	*6*	101	*8*	94	*7*	109	*17*	106	*6*	92	*5*
2nd quarter	109	*6*	119	*7*	103	*5*	97	*3*	107	*13*	107	*3*	96	*9*
3rd quarter	107	*6*	115	*7*	103	*5*	93	*3*	103	*6*	110	*4*	93	*8*
4th quarter	115	*5*	125	*12*	109	*1*	115	*4*	104	*-6*	104	—	124	*5*
1969 1st quarter	109	*3*	126	*11*	98	*-3*	92	*-1*	96	*-12*	104	*- 2*	88	*- 4*
2nd quarter	115	*5*	128	*8*	106	*3*	103	*5*	113	*6*	107	—	102	*7*
1968 July	111	*7*	113	*6*	109	*7*	96	—	108	*16*	119	*8*	95	*7*
August	109	*4*	116	*6*	105	*3*	92	*1*	105	*4*	116	*4*	89	*1*
September	102	*6*	115	*9*	94	*4*	90	*8*	96	*- 1*	95	—	95	*19*
October	110	*8*	121	*16*	103	*2*	101	*3*	109	*-1*	102	*3*	101	*3*
November	111	*7*	127	*14*	101	*2*	109	*9*	99	*- 4*	97	—	103	*8*
December	125	*2*	127	*8*	124	*-1*	134	*2*	104	*-13*	113	*-2*	168	*5*
1969 January	113	-	122	*11*	108	*4*	106	—	110	*- 8*	112	*10*	92	*1*
February	106	—	126	*10*	94	*-7*	86	*-4*	92	*-11*	104	*- 6*	74	*-14*
March	106	*1*	129	*12*	92	*-7*	86	—	86	*-17*	96	*-9*	98	—
April	114	*3*	132	*10*	103	*-2*	98	*5*	106	*-3*	105	*- 4*	98	*- 2*
May	118	*4*	130	*8*	111	*2*	108	*12*	113	*6*	113	*- 4*	104	*8*
June	113	*9*	124	*8*	106	*9*	104	*2*	120	*15*	103	*9*	105	*16*
July	116	*5*	121	*7*	113	*4*	104	*8*	116	*7*	120	*1*	100	*5*

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	May		January-May		May		January-May	
	1968	1969	1968	1969	1968	1969	1968	1969
	Numbers of vessels							
United Kingdom	1,789	1,874	8,548	8,676	1,575	1,661	7,198	7,400
Other Commonwealth (a)	171	171	777	784	142	154	628	663
Foreign	4,280	4,298	20,690	20,532	3,208	3,150	15,457	15,109
Total	6,240	6,343	30,015	29,992	4,925	4,965	23,283	23,172
	Thousand net tons							
Commonwealth								
Registered in United Kingdom	3,693	4,151	18,304	19,144	2,887	2,707	11,795	11,703
Registered in Canada	—	—	—	—	—	2	—	7
Registered in other countries (†)	215	249	1,063	1,233	176	205	660	729
Total Commonwealth	3,908	4,400	19,367	20,377	3,063	2,914	12,455	12,439
Foreign:								
Soviet	76	120	513	663	43	12	160	159
Finnish	73	125	490	528	29	36	164	200
Swedish	530	338	2,358	1,850	201	237	1,106	985
Norwegian	1,423	1,317	5,859	6,208	550	568	2,240	2,339
Danish	278	349	1,300	1,331	198	164	917	877
Polish	38	17	129	112	16	12	72	66
German (Federal Republic)	488	759	2,547	2,960	366	366	1,616	1,641
Dutch	491	661	2,933	3,281	431	444	1,957	2,174
Belgian	210	233	1,048	1,069	152	220	727	966
French	372	593	1,513	1,988	238	330	1,000	1,136
Spanish	49	61	294	359	51	63	273	324
Italian	130	148	727	711	15	20	174	132
Yugoslav	21	23	115	101	7	6	32	30
Greek	151	212	970	1,031	80	76	334	430
United States of America	236	340	883	1,004	206	341	727	907
Panamanian	167	129	797	820	42	36	318	335
Liberian	1,261	1,116	5,257	5,377	97	70	331	471
Other	325	222	1,473	1,239	114	127	508	557
Total Foreign	6,319	6,763	29,208	30,632	2,836	3,128	12,656	13,729
GRAND TOTAL	**10,228**	**11,163**	**48,575**	**51,009**	**5,899**	**6,042**	**25,111**	**26,168**
Trading Areas:								
Irish Republic	324	578	2,040	2,175	381	478	1,723	1,810
Northern Europe (Foreign)	2,777	3,327	13,483	14,636	2,606	2,345	10,437	11,455
Europe (Atlantic) and Western Mediterranean Countries	1,226	1,401	6,235	6,304	710	1,009	3,943	4,243
Central and Eastern Mediterranean Countries	1,445	1,015	5,790	5,515	170	146	907	756
West and South Africa	392	483	2,220	2,843	251	233	1,041	1,182
East Africa, Persian Gulf, India	1,774	1,967	8,210	9,486	202	185	934	961
Eastern Asia and Islands in the Pacific	198	198	1,068	1,022	167	164	831	767
Australasia	296	256	1,317	1,419	152	148	841	777
North America (Atlantic Coast)	985	1,091	3,653	3,451	950	1,055	3,026	2,938
West Indies and Central America (Atlantic Coast)	576	605	3,135	2,864	162	155	755	627
South America (Atlantic Coast)	103	140	617	696	51	64	278	341
South and Central America (Pacific Coast)	13	15	121	115	8	7	82	91
North America (Pacific Coast)	110	77	634	438	87	45	285	172
Other Areas	9	10	52	45	2	8	27	48
Total Commonwealth Countries	2,318	2,921	10,630	12,307	1,283	1,274	5,339	5,042
Total Foreign Countries	7,910	8,242	37,945	38,702	4,616	4,768	19,772	21,126
TOTAL	**10,228**	**11,163**	**48,575**	**51,009**	**5,899**	**6,042**	**25,111**	**26,168**

(†) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and depatures at principal ports, January-May

Port	Arrived						Departed					
	With cargo 1968	1969		With cargo and in ballast 1968	1969		With cargo 1968	1969		With cargo and in ballast 1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,453	1,238	692	1,489	1,282	722	184	129	185	1,405	1,111	605
Cardiff	667	546	279	748	694	344	237	226	113	777	703	316
Dover	2,365	2,708	2,237	3,371	3,780	3,163	2,247	2,598	2,017	3,345	3,697	3,091
Felixstowe	731	964	941	789	1,032	1,017	643	895	840	746	998	975
Folkestone	158	180	146	254	345	270	160	153	127	258	333	264
Grimsby	1,618	1,849	1,020	1,815	2,175	1,213	731	836	678	1,784	2,217	1,250
Harwich	2,313	3,060	1,695	2,355	3,186	1,816	2,213	3,121	1,776	2,247	3,177	1,815
Holyhead	780	656	579	836	672	596	593	567	477	650	575	491
Hull	2,121	2,071	1,987	2,283	2,219	2,093	1,241	1,112	1,114	2,175	1,993	1,841
Lancaster	39	1	1	45	20	55	9	17	46	10	18	49
Liverpool	5,419	5,054	1,932	6,209	5,872	2,219	2,281	2,159	1,253	6,301	5,471	2,035
London	12,835	12,314	5,872	15,160	15,242	6,981	5,948	5,315	3,713	15,098	14,472	7,158
Manchester	2,756	2,194	1,232	2,972	2,338	1,396	729	637	818	2,544	2,106	1,309
Middlesbrough	1,616	2,465	701	2,034	2,872	966	829	684	686	2,262	2,671	976
Milford Haven	3,125	4,548	209	3,759	5,457	547	731	917	250	3,471	5,542	475
Newhaven	212	258	334	218	272	353	194	249	295	220	277	357
Newport	563	597	302	781	703	369	414	278	305	891	712	394
Plymouth	151	119	243	232	190	362	87	57	179	198	209	383
Port Talbot	387	404	249	430	431	306	74	63	144	419	418	301
Southampton	6,327	5,672	1,278	7,640	6,926	1,690	2,869	2,839	1,132	7,288	6,793	1,603
Swansea	323	249	172	690	621	428	702	746	651	1,389	840	681
Tyne Ports	789	768	563	1,155	999	673	478	437	372	1,334	1,214	699
Glasgow	1,344	1,237	509	1,610	1,516	599	899	732	289	2,024	1,596	612
Grangemouth	624	595	487	756	792	606	482	632	545	716	1,043	806
Greenock	865	892	74	1,033	1,337	156	60	93	17	973	1,329	129
Leith	288	268	444	295	558	508	111	416	389	258	974	683
Belfast	857	943	665	894	1,004	737	209	149	217	918	765	492
Other Ports	3,650	3,461	7,337	5,048	4,643	9,413	2,155	2,179	5,589	5,138	5,020	9,799
TOTAL	54,376	55,311	32,180	64,903	67,178	39,598	27,510	28,236	24,217	64,839	66,274	39,589

(Continued on next page)

SHIPPING, *continued*

Table 4. Coasting trade arrivals and departures at principal ports, January-May

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968 Thous. net tons	1969 Thous. net tons	Number of vessels	1968 Thous. net tons	1969 Thous. net tons	Number of vessels	1968 Thous. net tons	1969 Thous. net tons	Number of vessels	1968 Thous. net tons	1969 Thous. net tons	Number of vessels
Bristol	701	528	318	809	650	1,015	292	185	663	953	751	1,192
Cardiff	212	236	394	446	412	744	118	92	253	357	415	774
Cowes	667	873	3,950	1,422	1,883	8,483	633	796	3,508	1,416	1,877	8,487
Hull	420	381	141	609	449	285	191	83	165	674	536	421
Immingham	339	285	102	753	800	483	427	513	376	671	800	511
Lancaster	405	405	461	500	477	714	472	446	670	483	475	701
Liverpool	1,453	1,840	1,320	1,961	2,495	2,257	1,208	1,358	1,636	2,166	2,501	2,319
London	3,211	2,555	2,157	4,364	3,303	3,233	1,054	719	997	4,259	3,299	2,901
Manchester	57	55	82	104	122	175	39	23	34	115	124	174
Middlesbrough	198	43	108	699	601	595	287	519	410	526	648	575
Milford Haven	146	234	63	1,282	2,001	761	1,368	1,936	761	1,415	1,995	808
Portsmouth	174	155	692	1,253	1,234	5,203	43	39	353	1,228	1,210	5,194
Preston	512	518	824	553	535	859	491	495	776	582	556	904
Southampton	1,209	1,364	3,906	2,503	2,757	5,284	2,158	2,254	4,390	2,478	2,677	5,221
Sunderland	87	106	102	660	513	526	513	383	362	589	485	478
Swansea	97	125	191	835	1,034	1,773	565	728	1,306	666	802	1,516
Tyne Ports	280	324	67	1,534	1,458	849	945	735	610	1,415	1,219	829
Ardrossan	532	637	788	565	673	899	380	406	757	532	598	901
Glasgow	238	341	350	487	613	528	144	118	193	320	482	494
Greenock	745	550	1,101	902	627	1,185	688	597	983	911	675	1,195
Stranraer	600	663	534	606	669	540	600	662	519	607	669	539
Belfast	2,781	2,825	3,315	2,928	2,930	3,593	2,221	2,175	2,603	2,877	2,844	3,712
Other Ports	4,630	4,854	10,735	7,706	7,824	18,211	3,698	3,558	6,511	7,299	7,420	17,723
TOTAL	19,694	19,897	31,701	33,481	34,060	58,195	18,535	18,820	28,836	32,539	33,058	57,569

Table 5. Shipping movements at United Kingdom ports

	Arrived				Departed			
	Number of Vessels	Thousand Net Tons Total	Commonwealth (†)	Foreign	Number of Vessels	Thousand Net Tons Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN								
With cargo: May 1968	6,576	3,650	3,106	544	6,347	3,564	2,970	594
May 1969	6,368	3,671	3,096	575	5,740	3,448	2,885	563
January-May 1968	27,990	16,557	13,743	2,814	27,069	16,178	13,383	2,795
January-May 1969	27,719	16,745	13,625	3,120	25,873	16,526	13,267	3,259
In ballast: May 1968	5,418	2,893	2,275	618	5,769	2,815	2,329	486
May 1969	7,582	3,131	2,562	569	7,778	2,950	2,416	534
January-May 1968	25,518	13,619	10,664	2,955	26,965	13,081	10,549	2,532
January-May 1969	26,107	14,032	10,801	3,231	27,164	13,345	10,475	2,870
COASTING TRADE – UNITED KINGDOM								
With cargo: May 1968	7,422	4,331	3,721	610	6,957	3,978	3,353	625
May 1969	7,193	4,284	3,617	667	6,323	3,716	3,084	632
January-May 1968	32,106	19,694	16,527	3,167	30,036	18,535	15,507	3,028
January-May 1969	31,701	19,897	16,306	3,591	28,836	18,820	15,249	3,571
In ballast: May 1968	5,467	2,906	2,284	622	5,902	2,979	2,455	524
May 1969	7,640	3,159	2,582	577	8,114	3,122	2,549	573
January-May 1968	25,857	13,787	10,801	2,986	28,455	14,004	11,286	2,718
January-May 1969	26,494	14,163	10,885	3,278	28,733	14,238	11,121	3,117

(†) Commonwealth and Irish Republic.

Robert Hough
WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE
VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14
and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488
RH
ESTABLISHED
1860
PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

NEW SERIES OF INDEX NUMBERS

Orders, deliveries, production and exports in the engineering industries

A NEW SERIES of index numbers of deliveries and orders in the mechanical, instrument and electrical engineering industries based on 1963=100, has been published by the Ministry of Technology. This series replaces those published hitherto based on 1958=100 and the change forms part of the general rebasing exercise being undertaken by the Central Statistical Office and other Government departments.

Although the new series is based on further and more reliable data, and uses more up-to-date price deflators, the movements over the period 1963-8 are similar to those shown by the old series.

Some changes have been made to the 1969 figures for new orders, however, and to a lesser extent, to deliveries. The revisions to those figures do not greatly affect the level of new orders during the first half of the year, but change the movements between the first and second quarters. The figures for net new orders now reported show, in general, a continuing upward trend.

The delay in replies which have been caused by Mintech issuing a revised return form to manufacturers due to a revision to the Standard Industrial Classification means that the second quarter figures remain provisional and no figures can yet be published for July.

Output and orders

The index of production covering mechanical, instrument and electrical engineering (column 1 of Table 1) shows a 3 per cent increase between the first and second quarters. This is entirely due to a 7 per cent increase in production in mechanical engineering.

In the wider group of engineering industries (Table 2) which includes some vehicles in addition to mechanical, instrument and electrical engineering, the preliminary seasonally adjusted figures show a rise in home and especially export deliveries between the first and second quarters of 1969. Over the first half of the year export deliveries were 6 per cent higher than the level of the preceding six months.

Export net new orders continued on a rising trend with an 11 per cent increase between the first and second quarters and the level of new orders in the first half of the year is nearly 25 per cent up on the level of the previous six months. Home new orders fluctuated more and a steadily increasing trend is not discernable. The average level of the last three quarters was, however, 15 per cent higher than in the preceding three quarters.

Description of the statistics

The volume indices of production in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order XI of the Standard Industrial Classification).

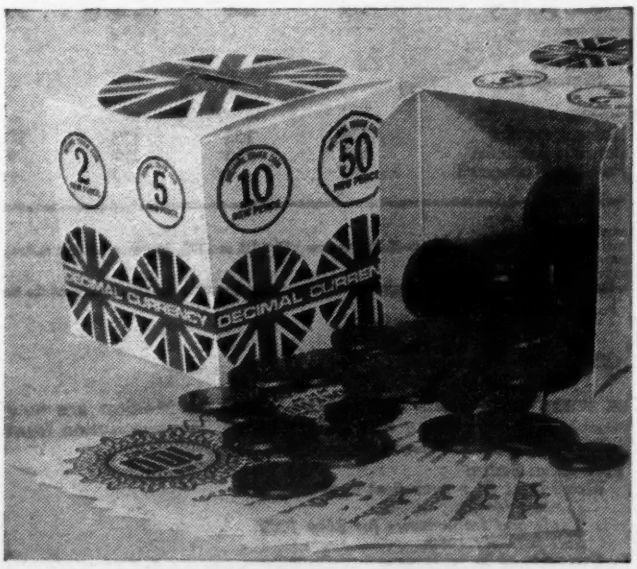
To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjuted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961 = 100
1963	100	100	100	100	106
1964	109	109	108	109	105
1965	113	115	120	109	111
1966	122	123	122	121	116
1967	126	123	123	129	113
1968	131	126	135	137	126
1967 1st quarter	122	124	119	121	123
2nd quarter	125	123	121	127	123
3rd quarter	125	123	126	128	103
4th quarter	126	122	127	131	102
1968 1st quarter	127	122	135	134	132
2nd quarter	133	126	132	143	128
3rd quarter	130	126	137	136	116
4th quarter	133	131	135	135	127
1969 1st quarter	135	129	136	143	126
2nd quarter p	139	138	136	142	
3rd quarter					
4th quarter					
1968 July	129	124	137	134	
August	132	126	139	138	
September	131	126	136	136	
October	132	130	134	134	
November	134	133	136	136	
December	132	131	134	134	
1969 January	129	123	136	138	
February	137	132	131	145	
March	138	132	141	146	
April p	138	136	135	142	
May p	139	137	140	142	
June p	140	140	132	142	
July					
August					
Average:					
Latest 3 months	139	138	136	142	
Previous 3 months	135	129	136	143	
Percentage increase	+3	+7	NIL	-1	

p Provisional.
(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification.
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification.
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(‖) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VII–IX of the Standard Industrial Classification.

(Continued on next page)



These play packs, designed to help people become familiar with decimal currency coinage well before 'D' day, have been launched by the Toys and Games Division of Invicta Plastics Ltd. They contain token coins of all the various denominations with a simple conversion table, and are available in two sizes.

ENGINEERING INDUSTRIES, *continued*

	Total			Home			Export		
	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1967 1st quarter	112	104	119	112	106	122	114	99	111
2nd quarter	113	120	119	110	119	124	121	122	107
3rd quarter	112	117	121	108	119	127	124	112	106
4th quarter	108	109	119	102	111	126	124	104	105
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter p	119	155	133	105	149	135	159	166	129
3rd quarter									
4th quarter									
1968 July	104	127	124	98	129	129	126	124	112
August	105	124	123	97	119	127	129	136	113
September	104	124	130	96	119	130	130	136	130
October	105	130	123	96	138	128	130	114	108
November	106	135	128	98	141	132	131	122	116
December	108	138	130	99	142	133	133	130	124
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April p	117	147	127	106	151	131	149	138	116
May p	119	163	134	107	159	135	154	171	131
June p	119	154	139	105	137	138	159	187	140
July									
August									
September									
Averages:									
Latest 3 months	119	155	133	105	149	135	159	166	129
Previous 3 months	111	136	127	99	131	130	145	149	120
Percentage changes ‖	*+7*	*+14*	*+5*	*+6*	*+14*	*+4*	*+10*	*+11*	*+8*

p Provisional.
† Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI).
‡ At constant prices.
‖ In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Trailers for May 1969
Tools and Implements for May 1969
Salt for July 1969.

Quarterly at 7s. 6d. a year post free:

Pesticides and Allied Products for Second Quarter 1969.

A complete list of titles in the production series was last published in the *Board of Trade Journal* on September 3, 1969, on page 599.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for July 1969 was 116 (1965 = 100), an increase of 5 per cent compared with July 1968 and an increase of 12 per cent over July 1967. Increases were recorded in all the major groups.

Taking price increases into account it has been estimated that the volume of sales was down by approximately 1 per cent from July 1968.

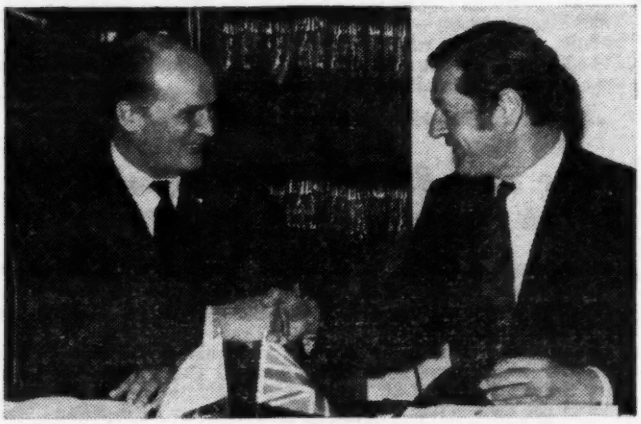
The average index from May to July was 116, 6 per cent higher than for both the corresponding period of last year and the period February to April of this year.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 113, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

(*Table at foot of page* 882)

Exhibitions and Fairs

Mr. Crosland announces major industrial exhibition in Argentina



Mr. Anthony Crosland, President of the Board of Trade (right), welcomes HE Sr. Brigadier Don Eduardo F. McLoughlin, the Argentine Ambassador, to the press conference held at the Board of Trade to announce plans for the British Industrial Exhibition to be held in Buenos Aires, Argentina, in November next year.

PLANS for another major British industrial exhibition in Latin America – following on the highly successful Sao Paulo event – were announced by Mr. Anthony Crosland, President of the Board of Trade, at a conference in London on September 22.

Called 'B.A. 70,' the exhibition will be held in Buenos Aires from November 5 to 15; it will be the largest single British industrial exhibition to be held overseas during the year, and is being sponsored by BNEC Latin America and organized, with substantial financial support from the Board of Trade, by Industrial and Trade Fairs International Ltd.

Mr. Crosland described the event as reflecting the general revival of interest by British industry in Latin America as a whole after the decline in trade between the United Kingdom and Argentina up to a few years ago.

'But in the last few years the decline has been halted,' continued the President, 'and now we are determined to win back a bigger share of the Argentine market. Our exports in 1967 were worth £25 million and in 1968 they increased by 34 per cent to £34 million, making Argentina our fourth best market in Latin America. Exports for the first eight months of 1969 were £24½ million – an increase of £4½ million, or well over 20 per cent compared with the equivalent period in 1968 – and as a result Argentina has gone up to second place in the league table of our markets in Latin America.'

Mr. Crosland went on to say that he had always accepted that trade was a two-way business, and good as our exports were to Argentina, they were surpassed by our imports – largely meat and meat products and cereals. Our imports from Argentina in the first eight months of 1969 were already worth £57¼ million, well above the total for last year.

'The upward trend in our trade is encouraging and shows that our neglect of the valuable and rapidly expanding Argentine market is now becoming a thing of the past,' said Mr. Crosland. 'But I am anxious that our trade should be brought more into balance, and it seems to me that 'B.A.70' will be invaluable in helping us to redress this imbalance. I expect it to have a two-way effect. It will demonstrate to the Argentine people, and stimulate their interest in, the great achievements of modern British industry and commerce – some of our most advanced machinery will be on display, machinery that will help Argentina to sustain her impressive rate of industrial growth. But it will also bring home to British industrialists the immense potential of Argentina, will enable those already operating there to extend their businesses and, I sincerely hope, encourage many other newcomers to establish themselves in the market for the first time.'

At the conference with Mr. Crosland were Sr. E. F. McLoughlin, the Argentine Ambassador; Mr. J. Peter Ford, chairman of the BNEC Latin America Committee; and Mr. I. C. Trafford, managing director of Industrial and Trade Fairs International Ltd.

'B.A. 70' was welcomed by Sr. McLoughlin as a valuable opportunity to bring Argentina up to date with what British industry could offer her. He fully agreed with the President that trade was a two-way affair and was confident that the interest shown by British industry and the British Government in expanding their exports to Argentina would benefit trading relations as a whole between the two countries.

'Part of a methodical approach to the Latin American market' was how Mr. Ford described the Argentine exhibition. At the time of the Sao Paulo exhibition in March, a high level BNEC business delegation had visited Argentina, and taken the step of setting up a permanent Argentine-British Trade Commission with the object of further stimulating trade between the two countries. The British business delegation, said Mr. Ford, had been very impressed by the evidence of Argentina's economic recovery in recent years and her economic strength today.

Impending major development or modernization plans covered steel manufacture, electric power, railways, roads and communications, aluminium, textile machinery, cellulose, newsprint, shipping, chemicals and petrol-chemicals and the fishing industry.

Referring to the 'spectacular' Sao Paulo exhibition in March, Mr. Ford estimated that about £15 million worth of British goods had been sold as a result of this fair, and it was still too early to make a complete estimate of the fair's success. There was every reason to believe that the exhibition in Beunos Aires would be just as actively supported by British industry.

In order to give up-to-date information to British industry regarding the potential of the Argentine market there will be a one-day Briefing Conference in London on February 4. At this conference potential Buenos Aires exhibitors will be given a detailed rundown of individual sections of the Argentine market for industrial equipment.

Mr. Ford made the point that although the exhibition would be primarily aimed at Argentine customers for industrial goods, British manufacturers of high-class consumer goods – many of whom were already in the Argentine market - would find the buying atmosphere during the industrial exhibition favourable for increased sales. There would also be considerable scope for joint venture arrangements.

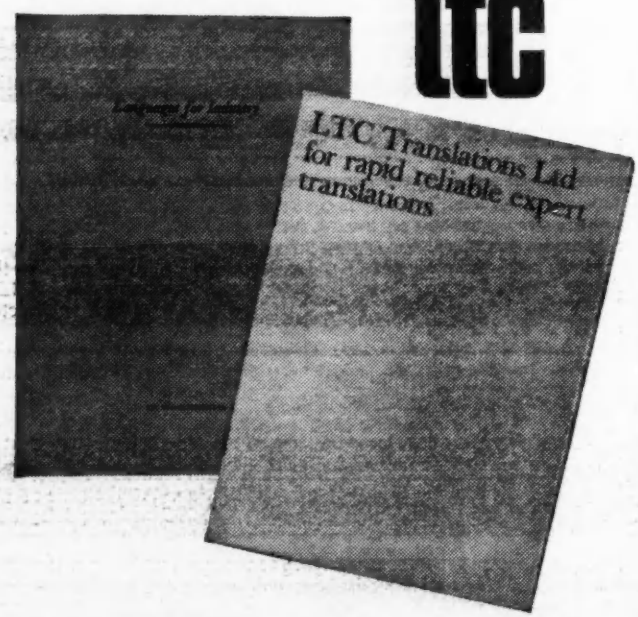
Referring to the support being given by the Board of Trade to the exhibition, Mr. Ford said that through their financial assistance, British exhibitors would be able to purchase space in the exhibition (including a shell-stand) at the specially subsidized figure of 30s. per square foot, in addition to other special concessions.

Translations

a new approach

The growing need for international communication between businessmen, engineers and scientists has led to fresh attitudes and new methods.
LTC Translations leads this trend. The new approach is described fully in our brochure 'Languages for Industry'. Please ask for a free copy.

ltc



LTC Translations Ltd

193 REGENT STREET LONDON W1
Telephone: 01-734-3408 Telex: 266181
A member of the Linguaphone Group of Companies

Please
☐ TELEPHONE
☐ WRITE
☐ SEND YOUR BROCHURE

To_____

Address_____

_____

LTC TRANSLATIONS LTD, 193 REGENT STREET, LONDON W1
BTJ

President at British Week Tokyo

MR. ANTHONY CROSLAND, President of the Board of Trade, is visiting Tokyo from September 30 to October 4 to attend some of the events connected with the British Week which opened on September 26 and will end on October 5. During his stay in Tokyo, Mr. Crosland is meeting Japanese Ministers to survey the progress of Anglo-Japanese commercial relations.

British Week in Tokyo was opened by HRH Princess Margaret, accompanied by Lord Snowdon, on September 26. It is organized jointly by the Board of Trade and the BNEC Asia Committee, and is the tenth and most important in the current series of these long-scale promotions.

Tokyo's great department stores are giving wholehearted support to the Week and are staging very valuable exhibitions, each with a British theme, in support of their participation. This is the first time that they have put on simultaneous exhibitions about a single nation. First-day trading results from three of the eight Japanese department stores who began their sales of British goods on Tuesday, three days before the Week officially opened, are: Mitsukoshi store – first day's takings exceeded £35,000, best-selling goods, books, including dictionaries, foodstuffs and 17th and 20th century paintings (which accounted for about half the total figure). Takashimaya store – nearly £24,000 on the first day, best lines, biscuits, chocolate, women's coats and men's suits. Seibu store – £14,400, mainly from sales of Scotch whisky, dolls in tartan, decorated glassware, biscuits and chocolate.

A report will be published in next week's issue.

Three more Swedish cities to hold British Shopping Weeks in 1970

FOLLOWING THE British Week in Gothenburg, which opened on September 19, three more cities in Sweden are to hold British Shopping Weeks during 1970 as a follow-up to the British Week in Stockholm in 1968.

Announcing this in a speech to members of the Gothenburg business community, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said: 'Hälsingborg retailers who visited the British Week in Stockholm last year expressed an interest immediately afterwards in having a similar event as soon as this could be staged. The upshot is that there will be a British Shopping Week in Hälsingborg from October 2 to 10, 1970. Not to be outdone, the cities of Lulea and Gävle are to have similar events next year. The one in Lulea will be from September 18 to 26, and the one in Gävle from September 25 to 30.

'The Board of Trade and the BNEC/Export Council for Europe have agreed to give their full support to all three promotions and we look forward to them being as successful and enjoyable as "London Week" in Gothenburg.'

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Encouraging results for exhibitors at Frankfurt motor show

By J. Chambers, Commercial Officer, British Consulate-General, Frankfurt am Main

Sir Roger Jackling, British Ambassador in Bonn, visited British manufacturers' stands on the opening day of the Frankfurt Motor Show. Left: Sir Roger (second from left) is shown the Jaguar XJ6 by Mr. Freddy Shoobridge, director of Peter Lindner, sole Jaguar distributors in Germany. Right: Discussing the products of the Glacier Metal Company, left to right, Mr. R. Tant, account executive, Mr. J. Narracott, advertising manager, Mr. G. V. Nelson, account executive, the Ambassador.

REGARDED by the organizers, the German Automobile Manufacturers Association (VDA), as the largest exhibition of its kind in Europe, if not in the world, the 44th International Automobile Exhibition was opened on September 11 by the President of the Federal Republic of Germany, Dr. G. Heinemann. During the opening ceremony, attended by leading industrialists, politicians and members of the Diplomatic Corps, speeches were made by both Federal Chancellor Herr Dr. K. G. Kiesinger and the Federal Economics Minister, Professor Dr. K. Schiller. Lasting from September 11-21 and blessed with good weather, the exhibition attracted over 900,000 visitors, including several tens of thousands from outside Germany.

For 11 days, the automobile manufacturers from the world's leading producer countries concentrated their attention on Frankfurt. Alongside them, the accessory and spare part industries from the Federal Republic of Germany and abroad showed their finest products to a degree which has never been equalled before. The trailer, superstructure and caravan industries completed the motor show programme. Altogether 1395 exhibitors were registered including 187 from Germany, 104 from Italy, 83 from Great Britain, 80 from France and 45 from the United States. Other countries represented included Holland, Belgium, Sweden, Spain, Japan, Austria and a number of East European countries.

Britain's large contingent included motor vehicle, motor accessories, component and garage equipment manufacturers. A Board of Trade joint venture with the Society of Motor Manufacturers and Traders, comprising 34 firms, covered the whole spectrum of motoring from one of the world's finest luxury cars to vehicle parts, components, accessories and garage service equipment. On the opening day, HM Ambassador to the Federal Republic, Sir Roger Jackling, visited the stands of leading British vehicle manufacturers and members of the joint venture. British firms were also visited by HM Minister (Economic) in Bonn, Mr. S. L. Edwards.

Frankfurt was chosen as the European debut for the Austin 'Maxi' which received very favourable comment from the German press. British Leyland Motor Corporation showed their whole range of passenger cars and commercial vehicles, with Rolls-Royce and Lotus completing the British vehicle programme. During the show it was very noticeable how much attention was being paid by the German motoring public to safety features, particularly road-holding and performance. Of greater interest was the youthfulness of buyers and more particularly the effect of the female buyer was having on the market. From all reports it would appear that car manufacturers will have to change their thinking to cater for the tastes of the younger buyer.

An encouraging feature for British exhibitors was the increasing interest from German buyers. British manufacturers of vehicle components and accessories did particularly well. As Frankfurt is an international show British firms also reported a great deal of interest from EFTA and EEC countries but particularly this year from the United States. One British firm reported having sold 15 complete vehicle washing plants during the show, another having secured an order worth £75,000 from Germany. Without doubt, the success achieved by British participants in 1969 should encourage even greater participation in 1971, when the next International Frankfurt Motor Show will take place.

Major printing display planned for Olympia and Earls Court

PLANS were announced in London recently to hold Ipex 71, The Twelfth International Printing Machinery and Allied Trade Exhibition, at Olympia and Earls Court, London, from July 13-24, 1971.

Ipex 71 will be the first major display of printing machinery equipment and materials to be held in Britain for eight years. Occupying a combined area of a million square feet, the exhibtion is one of the largest in the world staged by a single industry.

Speaking at the Press Conference, Mr. J. Matson, chairman of the British Printing Machinery Association Ltd., the promoters, said: 'Since the previous exhibition in 1963 scientific and technical research have given rise to tremendous advances in the industry and Ipex 71 will provide a unique opportunity for everyone associated with printing and the graphic arts to show and see the latest machinery and equipment.'

The exhibition is promoted in co-operation with the European Committee of Associations of Printing and Paper Converting Machinery Manufacturers and is organized by Industrial and Trade Fairs Ltd.

First held in 1904, the exhibition has grown in size scope and importance with each successive appearance and is now recognized as an international meeting place for manufacturers, buyers, printers, publishers, stationers, librarians, booksellers and students from all parts of the world. In 1963 256 840 visitors passed through the turnstiles of Olympia and Earls Court, of whom 25 000 came from 80 overseas countries, and 803 exhibitors, including 411 from overseas, took part. The international character of the exhibition was evidence by exhibitors from centres of printing throughout the world including Australia, Belgium, Czechoslovakia, Denmark, France, Germany, Holland, Italy, Japan, Norway, Sweden and the United States.

To ensure that all potential visitors are kept fully informed about the exhibition, the organizers are mounting a world-wide publicity campaign.

Special arrangements are being made for the benefit of visitors from overseas and amenities will include the provision of information centres, lounges, the services of interpreters and assistance in connection with travel and accommodation. Arrangements are also being made for a 'Travel Package Deal' for organized parties from maior centres throughout the world, and visits to the exhibition are also planned to form part of a number of technical study tours.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

One of Napoleon's descendants is presented by Mrs. I. G. de Vere Weston, European sales manager for Worcester Royal Porcelain Co., with an equestrian figure of Napoleon 1, the company's latest collectors' piece. Worcester Royal Porcelain were one of the British firms who exhibited with great success at the Salon International des Industries et Arts du Feu, Paris.

Lord Brown, Minister of State, Board of Trade (left), and Mr. R. W. Ayers, chairman of the Welding Exhibitors' Committee, pictured outside a section of the group stand organized by the Board of Trade and the British Electrical and Allied Manufacturers' Association Ltd. at the Essen Welding and Cutting Fair. It is estimated that inquiries received during the first three days of the Fair and now being followed up vigorously may produce business worth £½ million.

Looking at the British Oxygen stand at the exhibition held during the British Engineering Week in Kuala Lumpur, right the Malaysian Deputy Prime Minister, and left the British High Commissioner.

Enthusiastic crowds in the British Hall at the Irish International Food and Drink Fair.

Engineering Week underlines sales potential of Malaysian market

A report from the British High Commission, Kuala Lumpur.

THE BRITISH Engineering Week in Kuala Lumpur, September 8-12, aroused considerable interest in Malaysia and was honoured by the presence of the Malaysian Deputy Prime Minister and Director of Operations who formally opened the Week and toured the supporting Exhibition.

Twenty-nine technical lectures, including three repeats were delivered during the Week. Nineteen of the lectures were oversubscribed. Some 2,500 applications for admission cards to individual lectures were received from engineers, officials and businessmen to whom personal invitations to attend the event had been sent. These included applications from East Malaysia.

Those who agreed to chair individual lectures included such distinguished local notables as the Chief of Air Staff, the Director of the Public Works Department and the Chief Statistician. The quality of the lectures was generally high and numerous requests have since been received for copies of the lecture papers from those who were unable to attend in person. Several of the lectures and most other participants in the event made useful contacts during the Seminar. Thirty-three companies took part in the supporting exhibition which included agricultural and industrial tractors, earthmoving equipment, crop drying and handling equipment, instruments, woodworking machinery and machine tools. A sprinkler irrigation display laid out by Wright Rain covering a one acre plot attracted considerable interest. Most of the exhibitors were pleased with the level of inquiries received during the event and a number of sales were made from the stands. Items sold in this way included Wadkins woodworking machines, Adcock & Shipley machine tools, a Plessey rain gauge and a Smalley excavator. Significant further sales are likely to result.

Perhaps this event also underlined the need for more frequent visits by representatives of British manufacturers to this market and the sales potential that exists if this is done.

By common consent the Week was a success and much of the credit for this must go to the University of Malaya and in particular to the Faculty of Engineering, in whose premises the event was staged. The university authorities were unstinting in their assistance and the Week owed much to their enthusiastic and able co-operation.

The Engineering Week was organized as a joint venture between the Board of Trade and the London Chamber of Commerce.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, visited The Design Centre on September 18 to see the current exhibitions, including 'Silver for the 70's', 'Home Heating' and 'Design '69 from 22 Countries'. Picture shows Mrs. Dunwoody in the 'Home Heating' exhibition.

Britain at Munich Sewage Engineering Exhibition

A report from the British Consulate-General, Munich

SATISFACTORY and in some cases, outstanding results were achieved by British firms at the 2nd International Sewage Engineering Exhibition held in Munich from September 6-13. IFAT, devoted solely to the unromantic but vitally important subject of water and effluent pollution control, was first held in 1966 and is rapidly on its way to becoming the most important exhibition of its kind in Europe. This year 184 firms from nine different countries showed their products ranging from large asbestos cement pipes to small sophisticated water quality control instruments.

Seven British firms together with the Water Research Laboratory of the Ministry of Technology formed the largest single foreign contingent at IFAT on a combined stand organized by the London Chamber of Commerce in conjunction with the Board of Trade. Exhibits on the British stand consisted in the main of analysis and monitoring equipment, but sludge pumps and filters were also displayed as well as a metal corrosion preventative method. A full-scale sewage incineration unit was displayed by Lucas Furnace Developments Ltd., and was without doubt the sensation of the exhibition. Having read the Board of Trade 'Opportunity Germany' report on the potential market for sewage equipment prior to IFAT, Lucas decided that they must exhibit at this event and that nothing less would suffice than to transport a complete production plant to Munich. Events confirmed the wisdom of this bold and costly decision. Lucas received solicitations for licence agreements from virtually every major German manufacturer in the field; indeed, offers on this basis were recorded from most major European countries as well as from the United States and Japan. All told, inquiries for the Lucas plant emanated from 16 different countries. The firm have also been asked to tender for a sewage treatment plant project for the city of Aachen in northern Germany. Mr. Skelsey, the managing director of Lucas, who was present throughout the exhibition, said: 'The response at IFAT to our plant confirms that we have a world beater. What we have to do now is to capitalize as quickly as possible on the interest shown.'

Less overwhelming but no less satisfactory was the interest shown in the other British exhibits. Visitors from 25 countries were received on the combined stand and all exhibitors remarked on the very high quality of inquiries received. Said one exhibitor, 'People did not come to us out of curiosity but to discuss their problems, and that is the measure of the success of IFAT.'

During the exhibition a three-day International Symposium on sewage problems was held in the Congress Hall of the Munich Fair Grounds. This was officially opened by the German Minister of Health, Frau Käte Strobl, who subsequently visited the United Kingdom stands together with other public personalities. The symposium was attended by 1,000 delegates from all over the world, to hear papers read and to discuss their mutual problems in open forum; a paper on mechanical dewatering and incineration plant process was presented by Dr. Gale of the Mintech Research Laboratory, Stevenage, and was well received. A British party of experts also attended the symposium as observers and were highly impressed by the high standard of IFAT.

Altogether some 11,000 persons were recorded as having visited the fair during its eight days. A large proportion of these were consulting engineers followed by officials from municipal authorities and industrial representatives. Strong interest in this respect was recorded from the chemical, sugar, textile and paper industries all of whom have tremendous and ever increasing waste problems to cope with.

The IFAT Exhibition fulfilled the expectations of those British firms participating and many of the inquiries received are expected to develop into firm orders. There exists in Germany considerable respect for British expertise and technology in the field of sewage engineering and there is a sincere desire to do business with British firms prepared to adapt themselves to the German market. In some cases, such as instruments and monitoring equipment, the solution may be in finding an agent who can also offer servicing facilities: in others licensing agreements are probably the best way. However it is tackled, there is a substantial and growing market in Europe for water and effluent treatment plant and equipment and there is no reason why British firms should not enjoy a substantial share of this market. On this basis IFAT provides an invaluable platform for launching products on the market, as well as a place to meet the experts and to assess the competition.

The next IFAT will take place in October 1972. Details regarding this event can be obtained in due course either from the Board of Trade or direct from the organizers: Muenchener-Messe-und Ausstellungsgesellschaft mbH, 8000 Muenchen 25, Radlkoferstr. 16 (Tel. (0811) 7 67 14 41/2, Telex: 05-23286).

Two gold medals for Britain at this year's Brno Fair

by C. G. Mays, First Secretary (Commercial), British Embassy, Prague

THERE WAS greater participation in this year's Brno Fair by British firms, particularly in the electronics field. Some 180 companies were represented at over 50 stands, a level which was only exceeded by Czechoslovakia and the Federal Republic of Germany.

Special circumstances surrounded the 1968 fair, but this year's fair, which took place from September 7 to 16, was more on an even keel. There were more exhibitors (1,659 compared with 1,533) and the fair authorities estimated that the number of business visitors was higher. At the same time, total of all visitors was lower than last year and there were fewer outstanding exhibits of exceptionally high quality.

At the ceremony for the award of the gold medals, however, the chairman of the jury noted that this year the average quality of the main body of competing exhibits was higher. This was particularly appropriate, as the theme of the fair was 'quality in production' within the Czechoslovak Year of Quality.

Thirty-two gold medals were awarded (thirty last year). Sixteen went to enterprises in Czechoslovakia; two each to Britain, East Germany, Federal Republic of Germany, the Soviet Union and Switzerland; and one each to Austria, Belgium, France, Italy, Netherlands and the United States. The two medals for British firms were awarded to Morganite International for their Machining Centre EA Milwaukee-Matic and to Instron Ltd., of High Wycombe for their TM-SM Instron Destructive Tensile Strength Testing Machine.

There were two joint ventures from Britain; one organized with the Scientific Instrument Manufacturers' Association of Great Britain and one with the Federation of Manufacturers of Construction Equipment. Both were rather larger than the similar joint ventures last year. Experience among these and other British firms represented at the fair naturally varied but the majority were well satisfied with the level of serious interest and inquiries they received. The fair provided the occasion for a number of contracts to be signed, generally as the culmination of patient hard work over a period beforehand. A contract with International-Computers Limited worth £370.000 was ratified at the fair; discussions with the Czechoslovak enterprise had begun towards the end of 1968. The fair's chief importance commercially, however, lay as usual in the making and renewing of contacts and in taking prospective business a few stages forward. The Brno Fair has long attracted buyers from a wide range of countries in addition to Czechoslovakia: this year, for example, British exhibitors received serious inquiries from visitors from as far apart as Cuba and Outer Mongolia.

In his speech at the opening of the fair the Federal Minister of Foreign Trade, Mr. Jan Tabacek, pointed out that while 70 per cent of Czechoslovak foreign trade was with Eastern European countries and Czechoslovakia's most important trade partner was, and always would be, the Soviet Union (which at present had a share of one third of the overall total), Czechoslovakia wanted to develop economic and trade relations with all countries of the world on the basis of full equality. By the end of 1969 foreign trade turnover was expected to be 4 per cent-6 per cent above the level for 1968; plans for 1970 foresaw an increase of 5 per cent-7 per cent over 1969.

'Going metric' touring exhibition

A 'GOING METRIC' touring exhibition, presented by the Metrication Board in association with the Ministry of Technology, was opened at Birmingham last week by Lord Bessborough, deputy chairman of the Metrication Board. It will go on to Sheffield, Glasgow and other important centres.

The exhibition is aimed primarily at industry but has something to say to everyone. The general public will be able to weigh and measure themselves, guess the weights of familiar objects and even take their own temperature, all in metric units.

For those in industry, particulary engineering, the exhibition offers information and guidance on management planning, design, inspection techniques, company standards, stock reduction, training and re-training.

There is authoratative information about the units of the metric system being adopted in this country – SI units as they are known internationally. Metric products, machines and devices from about 30 organizations will be featured in the exhibition.

The results of the first of a series of surveys commissioned by the Metrication Board have been produced by NOP Market Research Limited. The surveys are designed to test public awareness of the impending change to metric units and to keep the Board appraised of the changing state of this knowledge.

One of the points emerging from the survey is that three out of every four people know that Britain is making the change to metric though very few know that 1975 is the target date for it to be substantially complete.

British Wool Textile Week in Hamburg spearheads a hard-selling drive

'IT IS NO EXAGGERATION to say that the British wool textile industry is spearheading the promotion of British wool textiles and fashions at trade events in major markets throughout the world'.

Thus Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, began her speech at the opening of the British Wool Textile promotion in Hamburg on September 26. This event has been initiated by the National Wool Textile Export Corporation and the Board of Trade.

The promotion was opened by Mrs. Dunwoody in a ceremony in the Chamber of Commerce within Hamburg's historic Rathaus. Speakers, in addition to the Parliamentary Secretary, were Freiherr Hans Rudolf von Schroeder, vice president of the Chamber of Commerce; Senator Hilmuth Kern, president of the Economic Transport Department; and Mr. Edward Glen(nning, chairman of the British Wool Textile European Committee and a member of the BNEC/ECE. Representatives of the Hamburg Senate and other civic dignitaries were also present.

Mrs. Dunwoody said that British Weeks had become established throughout the world, but the 'Week' that she was opening was the first promotion of this kind to be organized by a single British industry 'You can be sure that my colleagues and I at the Board of Trade will be looking at the Hamburg promotion with more than usual interest, especially in view of the importance of the Federal Republic of Germany to the British wool textile industry as a major customer' she said. 'We regard the type of facility provided by the British Wool Textile Week as extremely important in stimulating trade both from the point of view of the buyer and seller. We hope that great deal of useful business will be done and many worthwhile contacts made or renewed for the future. The wool textile industry, incidentally, also has one of the biggest stands at the British Week in Tokyo, which is being opened today by Princess Margaret. In ten days' time the industry will once more play its part at the British Week in Vienna.'

The British wool textile industry, said Mrs. Dunwoody, had played its part fully in our recent balance of payments recovery. Britain remained the largest exporter of wool textiles in the world and over the last ten years the industry had earned £1,500 million in foreign currency, selling its products to about 160 different countries, as well as providing about 90 per cent of the cloth used to clothe the British nation. 'Few industries in Britain can equal the wool textile trade's achievements in regularly exporting about one-third of its output and at the same time meeting practically all the needs of the home market.'

'The British Wool Textile Export Corporation,' 'continued Mrs. Dunwoody, has been represented in Germany for some 20 years and maintains a continuous promotion campaign in that country, now ranking as the industry's fourth largest overseas customer. The Export Corporations official registered mark, the Union Jack with the 'Original Englisch' words, is a guarantee that cloth has been woven in the British Isles. That so many shops and stores in Hamburg are taking part in this Textile Week is a clear pointer to the fact that the quality of British wool cloth is being recognised. We are greatly encouraged by the response from members of the retail trade in Hamburg and delighted by the tremendous amount of co-operation which has been given by the City of Hamburg, by Hamburg Chamber of Commerce, and by the retailers' guilds.'

The Wool Textile promotion in Hamburg is the most ambitious project of its kind yet staged in Germany. Its main object is to support local retailers in a hard-selling campaign and a great deal of preparatory work has been done during the past eighteen months by the Board of Trade and the National Wool Textile Export Corporation to ensure that every shop in Hamburg that carried British merchandise was aware of the project. Circulars sent to more than 800 shops were supplemented by personal visits to the more important outlets by Mr. John Read, NWTEC representative in Germany. An information stand was set up at the North German Textile Fair last March where retailers were given details of the campaign programme and orders for display material were taken. Further, to ensure retailer and consumer interest before and during the promotion a contest featuring wool cloth was arranged and has been extensively advertised through the TV network in the Hamburg area and in the local press.

With the assistance of the Board of Trade, a programme of supporting events, many of them with an authentic 'British Week' flavour, has been arranged. Already on the opening day there are eager queues waiting their turn to tour the main shopping centres by double-decker London bus. Policemen from Sussex have appeared in the streets, and, in collaboration with a local paper, there is a mystery man – 'Mr. British Woollens' – who is prepared for daily challenge, the first challenger to receive an immediate cash prize. The Band and Pipes of the Argylls are playing in various parts of the city throughout the week, culminating with a band concert and the ceremony of Beating the Retreat in the Rathaus Platz on October 4. A highlight of the promotion will be a gala fashion show staged by the Scottish worsted manufacturing firm of Reid and Taylor on board a specially chartered ship.

According to Mr. Glendinning, exports of wool textiles to Germany, which totalled £4,847,000 during the first six months of this year, are expected to reach £10 million by the end of 1969. It has been calculated that £1.2 million of British wool textiles goes through Hamburg shops each year, and it is hoped that this promotion will boost sales by a further 20 per cent.

Record number of British exhibitors at this year's SPOGA

THE FEDERATION of British Manufacturers of Sports and Games, in association with the Board of Trade and the Central Office of Information, is organizing a British Group Exhibit for the 8th consecutive year at this year's International Sports Trade Fair (SPOGA), Cologne, Federal Republic of Germany, from October 19 to 21.

This year, the British group will comprise in all 56 separate companies, covering approximately 10,000 sq. ft. in stand area; in terms of both stand area and number of exhibitors, this year's British participation will be the largest on record. A considerable proportion of the British companies exhibiting at SPOGA this year have, in fact, exhibited on every occasion since 1962, indicating the value of continuous participation in this important sports trade fair. The value of this strong British participation in SPOGA is illustrated by the fact that exports of sports equipment to Western Europe have nearly doubled in the past six years, and this year exports of British sports goods to Europe are confidently expected to be well over £2 million.

With an attendance of 15,000 trade buyers in three days, one-third of whom came from outside the Federal Republic, the SPOGA Fair is claimed to be the premier sports trade fair in Europe, and the opportunities it offers as a shop window in a most important group of markets are being well exploited by this large and representative British group exhibit.

Mr. F. R. Benson, managing director of F. R. Benson & Partners Ltd., left London on September 23 en route for Japan and British Week in Tokyo, carrying an unusual piece of excess luggage – a 40lb. 'Scottish Pride' Cheddar cheese. Produced at the Scottish Milk Marketing Board's Galloway creamery at Stranraer in Wigtownshire, the cheese is part of a new drive being mounted by F. R. Benson, the SMMB's agents for Japan, to sell this high-quality natural cheese to the Japanese.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch. (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Branch of the Board of Trade in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal*. Inquiries relating to the list should be made to Export Services Branch at the address given below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. A. B. N. Morey, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 305113.)

ALGERIA – Mr. S. Relton, First Secretary (Commercial), British Embassy, Edifice Cassiopée, Bâtiment B., 7, Chemin des Glycines, B.P.25, ALGIERS, R.P. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. H. M. Carless, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 27838, 22487.)

ARGENTINA – Mr. M. Gale, C.B.E., Minister (Commercial), British Embassy, Luis Agote 2412, BUENOS AIRES. (Postal address: Casilla 2050, Buenos Aires.) (Tel. 80-7071/9.) (Telex 201-1666 a/b Prodroba.)

AUSTRALIA – Mr. H. B. C. Keeble, Minister (Commercial); Mr. M. E. Browne, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 70422.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. W. N. R. Maxwell, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000. (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

MELBOURNE – Mr. R. W. B. Carter, C.M.G., Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

BRISBANE – Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 21.4933/6.) (Telex 29-AA40556 a/b Ukrep AA40556.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.) (Telex 29-AA92493 a/b BHC WA.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51-4011/2.) (Telex 29-AA82543 a/b Ukrep AA82543.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

AUSTRIA – Mr. P. H. Scott, Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030, VIENNA. (Tel. 73.15.75/6/7.) (Telex 2053-13410 a/b 13410 Britemb A.)

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU, New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. D. L. Hardinge, Second Secretary (Commercial), H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political, Bahrain.') (Tel. 3597.) (Telex 201-GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. R. B. Crowson, First Secretary, British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN. (Tel. 3525.) (Telex 29-219 a/b Ukrep, BRI.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-23462 a/b Prodrome Bruxls.)

BOLIVIA – Mr. D. J. Moss, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29400 and 29404.) (Telex 201-BX 5228 a/b Prodrome BX 5228.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOTSWANA – Mr. K. O. H. Osborne, First Secretary, British High Commission, Private Bag 23, GABERONES (Tel. 483/5.)

BRAZIL – Mr. J. C. Petersen, C.M.G., Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 225-7252.) (Telex 201-31803 a/b Prodrome Rio.)

SAO PAULO – Mr. N. Statham, C.M.G., C.V.O., Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) (Tel. 287-7722.) (Telex 201-021846 a/b Britain SPO.)

BRUNEI – Mr. J. E. T. Thorne, First Secretary, H.M. High Commission, Jalan Residency, BRUNEI TOWN ('Highcoma Brunei'). (Tel. 2231.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 885361/2.) (Telex 29-363 a/b Prodrome Sofia.)

BURMA – Mr. W. B. J. Dobbs, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

CAMBODIA – Mr. A. J. Johnstone, First Secretary (Commercial), British Embassy, 96 Moha Vitmei Preah Bat Norodom, P.O. Box 150, PHNOM PENH. (Tel. 3974/5.)

CAMEROON – Mr. A. B. Moore, M.B.E., First Secretary, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 201-8200 a/b Prodrome YDE.)

BUEA – Mr. C. F. Miller, M.B.E., Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 623.) (Telex 201 5245 a/b Britain Buea.)

[NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.*]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel 237-1530.) (Telex 207-21-013266 a/b Ukrep, OTT.)

CANADA, *continued*

MONTREAL – Mr. J. R. Cross, Senior British Trade Commissioner; Mr. L. G. Heptinstall, Deputy Senior Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 866-5863.) (Telex 207-21-01-26437 a/b Ukrep, MTL.)

TORONTO – Mr. R. McC. Samples, D.S.O. O.B.E., Senior British Trade Commissioner; Mr. A. H. Spire, Deputy Senior Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ontario. (Tel. 362 1223.) (Telex 207-21-02-29531 a/b Ukrep, TOR.)

VANCOUVER – Mr. J. F. Saunders, C.B.E., Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 207-21-045481 a/b Ukrep, VCR.)

WINNIPEG – Mr. G. S. McWilliam, O.B.E., British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 207-21-035465 a/b Ukrep, WPG.)

EDMONTON – Mr. L. D. Byrne, British Trade Commissioner, British Government Office, 600, Bank of Montreal Building, Jasper Avenue, Edmonton 15, Alberta. (Tel. 424-0481.) (Telex 207-21-037-2421 a/b Ukrep, EDM.)

REGINA – Mr. J. R. Bolton, British Trade Commissioner, British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tel. 527-6459; 527-6350.) (Telex 206-031-2360 a/b Ukrep REG.)

HALIFAX – Mr. T. W. Robinson, British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Buildings, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-422634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. R. H. Link, O.B.E., British Regional Information Officer, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep, QBC.)

CEYLON – Mr. J. M. Dutton, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 27611/8.) (Telex 201-101 a/b Ukrep, Colombo.)

CHILE – Mr. J. B. Ure, M.V.O., First Secretary (Commercial), British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. J. D. Laughton, Second Secretary (Commercial), Office of the British Chargé d'Affaires, 7 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3.)

COLOMBIA – Mr. J. T. Hyslop, O.B.E., First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (*Airmail address:* Apartado Aéreo 4508, Bogota.) (Tel. 34-90-80.) (Telex 201-044503 a/b Prodrome, Bogota.)

IMPORTANT

THE INFORMATION given in this list is **intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.**

CONGO, DEMOCRATIC REPUBLIC OF – Mr. H. G. Windle, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

LUBUMBASHI – Mr. F. C. D. Sargeant, Consul, British Consulate, 669 Boulevard l'U.E.A.C., P.O. Box 973 Lubumbashi. (Tel. 2434.) Telex 201-49 a/b Britain, EVL.)

COSTA RICA – Mr. M. L. Creek, First Secretary and Consul, British Embassy, Paseo Colon 3202, Apartado 10556, SAN JOSÉ (Tel. 21-58-16 and 21-56-88.) Telex 201-CR169 a/b CR169 Prodrome.)

CUBA – Mr. D. F. Ballentyne, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9 Piso, Capdevila (formerly Carcel) 101-103, HAVANA. (Tel. 61-5681.) (*Address for correspondence from Britain:* British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. C. G. Mays, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 2055-011011 a/b Prodrome Prague.)

DENMARK – Mr. G. W. Marshall, M.B.E., B.E.M., Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-2706 a/b Prodrome KH.)

AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2, 8000 Aarhus C. (Tel. (06) 12 25 00.)

[*There is also an Honorary Vice-Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:*

Mr. A. Mortensen, British Vice-Consul, The Quay, THORSHAVN, Faroe Islands, (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. E. Cheesman, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. H. Lewty, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.) (Telex 201-38 a/b Prodrome Quito.)

GUAYAQUIL – Mr. H. C. Bass, Consul (Commercial), British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, Guayaquil. (Tel. 15-392 and 15-243.) (Postal address: Casilla K, Guayaquil.)

EL SALVADOR – Mr. R. G. Farrar, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667 and 219106.) (Telex 201-20133 a/b Prodsalv.)

[*Postal address: Embajada Britanica, Apartado 601, San Salvador, El Salvador, Central America.*]

ETHIOPIA – Mr. R. C. Robinson, M.B.E., First Secretary (Commercial), British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 49227/8.)

ERITREA – Mr. R. Brereton, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FIJI – Mr. J. Nield, British Commercial Office, 6th Floor, Honson Building, Thomson Street, (G.P.O. Box 400), SUVA. ('Britcom Suva') (Tel. 22967.)

FINLAND – Mr. A. H. Reed, Counsellor (Commercial), British Embassy, Uudenmaankatu 16-20, HELSINKI 12. (Tel. 12574.) (Telex 2059-121122 a/b Britform, HKI.)

FRANCE – Mr. J. S. Rooke, C.M.G., O.B.E., Minister (Economic); Mr. L. M. Minford, Counsellor (Commercial), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-65264 a/b Inform Paris.)

BORDEAUX – Mr. K. S. Butler, Consul-General, British Consulate-General, 15 Cours de Verdun, 33-Bordeaux. (Tel. 52-28-35/6.)

LILLE – Mr. S. M. Black, Consul-General, British Consulate-General, 60 Boulevard de la Liberté, 59-Lille (Nord.) (Tel. 57.35.49 and 57.01.77.) (Telex 2022-82669 a/b Britain Lille.)

LYONS – Mr. J. O. McCormick, C.M.G., M.C., Consul-General, British Consulate-General, 24 Rue Childebert, 69-Lyons 2e, Rhone. (Tel. 37.59.67/8.) (Telex 2022-33254 a/b Britain, Lyon.)

MARSEILLES – Mr. R. C. Ormerod, Consul-General, British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhone.) (Tel. 37.68.54/6.) (Telex 2022-42307 a/b Britain, Marsl.)

NICE – Mr. G. M. E. Paulson, C.B., C.M.G., O.B.E., Consul-General, British Consulate, Immeuble Le Neptune, 3 Rue Meyerbeer, 06-Nice. (Tel. 87.12.81/2.)

STRASBOURG – Mr. H. Niblock, Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P., 42, 67-Strasbourg (Bas Rhin.) (Tel. 36.64.91.) (Telex 2022-87995 a/b Bristra, Strbg.)

GAMBIA – Mr. S. A. Downton, Second Secretary (Commercial), British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, C.M.G., Minister (Economic); Mr. J. M. Heath, Counsellor (Commercial), British Embassy, Friedrich-Ebert Allee 77, 5300 BONN. (Tel. 222021.) (Telex 203-886887 a/b 886887 Brinf D.)

BERLIN – Mr. G. F. Edwards, O.B.E., T.D., Consul-General, British Consulate General, Uhlandstrasse 7-8, 1000 Berlin 12. (Tel. 309-52-95.) (Telex 203-184-268 a/b UKBLN D.)

DUSSELDORF – Mr. J. M. Fisher, C.M.G. Consul-General, British Consulate-General, Cecilienallee 11/16, 4000 Düsseldorf. (Tel. 434281-5) (Telex 203-8-584855 a/b 8584855 Comb. D.)

FRANKFURT – Mr. J. T. Fearnley, C.V.O., C.B.E., Consul-General, British Consulate-General, Zeppelinallee 47, 6000 Frankfurt/Main. (Postal address: 6 Frankfurt 90, Postfach 900129.) (Tel. 770901-5.)

HAMBURG – Mr. J. G. Purves, Consul-General, British Consulate-General, Harvestehuderweg 8a, 2000 Hamburg, 13. (Tel. 45 13 51/5.) (Telex 203-2-13562 a/b BRHBG D.)

HANOVER – Mr. J. M. Leadbitter, O.B.E., Consul-General, British Consulate-General, Aegidientorplatz 1, 3000 Hanover. (Tel. 26451.) (Telex 203-9-23263 a/b BCGHN D.)

MUNICH – Mr. G. H. Baker, C.M.G., Consul-General, British Consulate-General, Akademiestrasse 7-9, 8000 Munich. Tel. 348094/5.) (Telex 203-529959 a/b UKMUN D.)

STUTTGART – Mr. J. W. Bell, C.B.E., Consul-General, British Consulate-General, Königstrasse 45, 7000 Stuttgart. (Tel. 348094/5.) (Telex 203-529959 a/b UKST D.)

GHANA – Mr. A. H. Birch, O.B.E., Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.)
[*The P.O. Box number must be used for all correspondence.*]

GREECE – Mr. S. Y. Dawbarn, Counsellor (Commercial), British Embassy, 1, Plutarchou Street, ATHENS 139. (Tel. 736211 (10 lines.)) (Telex 2041-216440 a/b 216440 Lion GR.)

SALONIKA – Mr. J. E. R. Little, O.B.E., Consul-General, British Consulate-General, P.O. Box 332, 11 King Constantine Avenue, Salonika. (Tel. 78006.)

GUATEMALA – Mr. F. S. E. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 and 21-4-63.) (Telex 201-279 a/b Briton GU.)

GUYANA – Mr. F. W. J. Cooper, M.B.E., First Secretary (Commercial), British High Commission, 44 Main Street, P.O. Box 625, GEORGETOWN. (Tel. 2881/3.) (Telex 201-GY221 a/b Ukrep GY221.)

HONDURAS – Mr. H. A. Rogers, M.B.E., First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

HONG KONG – Mr. J. K. Blackwell, C.B.E., Senior British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. H. 230176-8.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, Harmincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome, BPEST.)

ICELAND – Mr. D. H. Fowler, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.) (Telex 29-37 a/b Prodrome, RYK.)

INDIA – Mr. J. A. Turpin, C.M.G., Minister (Economic and Commercial); Mr. E. F. G. Maynard, Counsellor (Commercial), British High Commission in India, Chanakyapuri, NEW DELHI 11. (Tel. 70371.)

CALCUTTA – Mr. J. McKenzie, M.B.E., Ph.D., Deputy High Commissioner, British High Commission, 1 Harington Street, P.O. Box 9073, Calcutta 16. (Tel. 44-5171.)

BOMBAY – Mr. M. H. G. Rogers, Deputy High Commissioner, British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 25.99.81/5.)

MADRAS – Mr. V. C. Martin, Deputy High Commissioner, British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 2. (Tel. 83136.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

INDONESIA – Mr. D. J. Brown, M.B.E., First Secretary (Commercial), British Embassy, Djalan Thamrin 75, DJAKARTA. (Tel. 41091/8.)

IRAN – Mr. J. C. Cloake, Counsellor (Commercial), British Embassy, Avenue Ferdowsi, TEHRAN. (Tel. 45011/4.)

IRAQ – Mr. D. F. Hawley, M.B.E., Counsellor (Commercial), British Embassy, Shaheen Building, Sa'adoun Street, Kard al-Pasha, BAGHDAD. (Tel. 32121.)

IRISH REPUBLIC – Mr. G. Miles, First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. (Tel. 65678/9.) (Telex 2027-5296 a/b 5296 UKDB EI.)

ISRAEL – Mr. G. B. Chalmers, Counsellor (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 249171-5.) (Telex 201-559 a/b R. Prodrom TLVIV.)

ITALY – Mr. J. A. Ford, C.M.G., M.C., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso 25, ROME. (Tel. 776551-5.) (Telex 2023-61049 a/b 61049 Prodrome.)

MILAN – Mr. J. R. Wraight, C.M.G., Consul-General; Mr. W. Sharpe, O.B.E., Consul (Commercial), British Consulate-General, Via San Paolo 7, I 20121 Milan. (Tel. 80.34.42-6.) (Telex 2023-31528 a/b 31528 Britain.)
[*Milan is the central point for British trade promotion work in Italy.*]

BARI – Mr. M. A. Holding, Consul (Commercial), British Consulate, Corso Vittorio Emanuele 147, I 70122 Bari. (Tel. 211.504.)

FLORENCE – Mr. C. M. Pirie-Gordon, C.M.G., O.B.E., Consul, British Consulate, Palazzo Castelbarco, Lungarno Corsini 2, I 50123 Florence. (Tel. 272594 and 284133.)

GENOA – Mr. W. C. Lyall, M.B.E., Consul-General, British Consulate-General, Via XII Ottobre 2 (13 Piano), I 16121 Genoa. (Tel. 564.833-5.)

NAPLES – Mr. R. L. D. Jasper, C.M.G., Consul-General, British Consulate-General, Via Francesco Crispi 122, I 80122 Naples. (Tel. 663883, 663320.)

PALERMO – Mr. A. G. Evans, O.B.E., Consul, British Consulate, Balazzo Vassallo, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.)

TURIN – Mr. L. J. P. J. Craig, Consul, British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.)

VENICE – Mr. P. I. Lake, M.C., Consul, British Consulate, Accademia 1051, Dorsoduro, I 30123 Venice. (Postal address: British Consulate, P.O. Box 469, I 30100 Venice.) (Tel. 27408 and 27207.)

IVORY COAST – Mr. H. B. Herring, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. (Postal address: Boite Postale 2581, Abidjan.) (Tel. 266-15/16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. L. Reid, Senior Commercial Secretary, British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. ('Britcom, Kingston.') (Tel. 22106.) (Telex 29-JA10 a/b Ukrep, Kingston.)

JAPAN – Mr. H. A. H. Cortazzi, C.M.G., Counsellor (Commercial), British Embassy, 1 Ichibancho, Kojimachi, Chiyoda-ku, TOKYO. (Tel. 265-5511.) (Telex 29-232.2270 a/b Prodrome TOK.)

OSAKA – Mr. R. M. John, Consul-General, British Consulate-General, Hongkong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. (Tel. 231-3355/7.) (Telex 29-522.5167 a/b Britain OSA.)

JORDAN – Mr. A. V. E. Gray, First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

KENYA – Mr. P. M. Laver, First Secretary (Commercial), British High Commission in Kenya, P.O. Box 30133, Ground Floor, Cotts House, Wabera Street, NAIROBI, (Tel. 25805 and 28791.) (Telex 201-22219 a/b Ukrep, Nairobi.)

KOREA – Mr. D. G. Reid, First Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sodaemun Ku, SEOUL. (Tel. 75-7341/3.)

KUWAIT – Mr. C. T. McGurk, M.B.E., First Secretary (Commercial), British Embassy, 6 Kuwait Investment Company Building (5th Floor), Ahmad al-Jabir Street, Plot 6, Area 9, P.O. Box 300, KUWAIT. (Tel. 39221/2.)

LAOS – Mr. J. G. Wallace, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. M. F. Chapman, First Secretary, British High Commission, P.O. Box 521, MASERU. (Tel. 3961.)

LIBERIA – Mr. J. B. Whittington, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrian Pelt, TRIPOLI, Libya. (Postal address: Commercial Section, British Embassy, B.F.P.O. No. 57*.) (Tel. 31191/5.) For CYRENAICA only: Mr. C. Dyer, Second Secretary (Commercial), British Embassy in Libya, 36 Sharia Gzier, BENGHAZI. (Postal address: Commercial Section, British Embassy, B.F.P.O. No. 55*.) (Tel. 3670.)
[*NOTE – The words *'Tripoli/Benghazi, Libya'* should *not* appear after the B.F.P.O. number as this can give rise to delay.]

LUXEMBOURG – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), (*Resides at Brussels*); Mr. T. E. J. Mound, First Secretary, British Embassy, 28 Boulevard Royal, LUXEMBOURG. (Tel. 2.98.64.) (Telex 2058-443 a/b 443 Prodrome, L.)

MADEIRA – Mr. P. G. Blandy, Hon. British Consul, British Consulate, 5 Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 21221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, 41 Rue Choiseul, Boite Postale 167, TANANARIVE. (Tel 206-50.) (Telex 201-226 a/b Prodrome, TANA.)

MALAWI – Mr. R. S. Howe, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, BLANTYRE. (Tel. 2328/9.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Economic), British High Commission, P.O. Box 577, 3rd Floor, Police Co-operative Building, 1 Jalan Suleiman, KUALA LUMPUR. (Tel. 81901/10.) (Telex 201-275 a/b UKIMFR KL.)

KOTA KINABALU – Mr. T. Duffy, First Secretary in Charge, British High Commission, Kota Kinabalu Office, P.O. Box 824, 5th Floor, Wing on Life Building, Chester Street, Kota Kinabalu, Sabah. (Tel. 4424, 4456/7.) (Telex 201-209 a/b Ukrep, JSN.)

KUCHING – Mr. F. Kennedy, M.B.E., First Secretary in Charge, British High Commission, Kuching Office, Teck Ho, Thomson Road, Kuching, Sarawak. (Tel. 24221.) (Telex 201-201 a/b Ukrep, Kuching.)

MALTA – Mr. R. K. Robertson, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. (Tel. Central 21285/6/7.) (Telex 201-MW249 a/b Ukrep, Malta.)

MAURITIUS – Mr. E. G. Wickens, First Secretary (Commercial), British High Commission, P.O. Box 586, Cerne House, Chaussée Street, PORT LOUIS. (Tel. 2-0201.)

MEXICO – Mr. K. J. Uffen, Counsellor, British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel. 11.48.80/85.) (Telex 29-0177894 a/b Prodrome, Mex.)

MONGOLIA – Mr. R. Carter, H.M. Ambassador, British Embassy, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70529/30.)

MOROCCO – Mr. E. H. Noble, M.B.E., First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah, Boite Postale 45, RABAT. (Tel. 20905/6; 31403/4 and 32996.) (Telex 29-31022 a/b Prodrome, Rabat.)

CASABLANCA – Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614-40/1.)

TANGIER – Mr. R. W. Ford, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MOZAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

MUSCAT and OMAN – Capt. M. T. J. Cooper, M.B.E., Vice-Consul, British Consulate-General, Muscat. (Tel. 300.) (Telex 201-216 a/b Britain MB 216.)

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box 106, KATMANDU. (Tel. 11081, 11588/9.)

NETHERLANDS – Mr. G. L. Pearson, M.C., Counsellor (Commercial), British Embassy, Lange Voorhout 10, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome, Hague.)

AMSTERDAM – Mr. R. T. Landale, C.B.E., Consul-General, British Consulate-General, Herengracht 460, Amsterdam. (Tel. (020) 234607.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

NEW ZEALAND – Mr. R. A. Daniell, C.B.E., Counsellor (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.I. (Tel. 46-060.) (Telex 207-74-NZ3325 a/b NZ3325.)

AUCKLAND – Mr. C. B. Dymond, C.B.E., Counsellor-in-Charge, British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) (Tel. 32-973 and 49-646.) (Telex 207-74-NZ2412 a/b Ukrep AK 2412.)

CHRISTCHURCH – Mr. W. J. Rumble, First Secretary - in - charge, British High Commission, P.O. Box 1762, B.N.Z. House, Cathedral Square, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.) (Telex 207-74-NZ4428 a/b Ukrep CH 4428.)

NICARAGUA – Mr. F. B. Sedgwick-Jell, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N., Nicaragua.) (Tel. 25301/2.) (Telex 201-3420028 a/b Prodmga 3420028.)

NIGERIA – Mr. L. F. Hope, O.B.E., Counsellor (Commercial), British High Commission in Nigeria, Kajola House, 62-64 Campbell Street LAGOS. (Postal address: Private Mail Bag 12136, G.P.O., Lagos, Nigeria.) (Tel. 26441/7.) (Telex 201-21247 a/b Ukrep, Lagos.)

BENIN CITY – Mr. G. d'Arnaud Taylor, Deputy High Commissioner, Office of the British Deputy High Commissioner, U.A.C. Main Premises, Siluko Road (Private Mail Bag 1094), Benin City. (Tel. 805/6.)

IBADAN – Mr. J. E. Smallwood, Deputy High Commissioner, Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street, (Private Mail Bag 5010), Ibadan. (Tel. 21551.)

KADUNA – The Hon. I. T. M. Lucas, Deputy High Commissioner, Office of the British Deputy High Commissioner, United Bank for Africa Building, Hospital Road (Private Mail Bag 2096), Kaduna. (Tel. 2573/5.)

NORWAY – Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 563890.) (Telex 2025-11575 a/b 11575 UKOSL N.)

BERGEN – Mr. G. C. Littler, T.D., Consul-General, British Consulate-General, Slottsgaten 1, Bergen. (Tel. 10990.)

PAKISTAN – Mr. H. A. Twist, C.M.G., O.B.E., Deputy High Commissioner; Mr. N. H. Marshall, First Secretary (Economic), British High Commission, 23/5 Adil Chambers, Napier Road, RAWALPINDI. (Tel. 62729, 63287.)

KARACHI – Mr. S. C. Stout, Deputy High Commissioner and Minister (Commercial); Mr. A. C. Dugdale, First Secretary (Commercial), British High Commission, First Floor, Finlay House, McLeod Road, Karachi. (Tel. 230921 (10 lines).)

DACCA – Mr. R. Fox, O.B.E., Deputy High Commissioner, British High Commission, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 44216/8, 43251/3.)

LAHORE – Mr. P. R. Oliver, C.M.G., Deputy High Commissioner, British High Commission, P.O. Box 416, 4 Race Course Road, Lahore, West Pakistan (Tel. 62266/7, 60141/2.)

PANAMA – Mr. G. C. O. Key, O.B.E., D.F.C., First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Postal address: Box B, Balboa Post Office, Canal Zone, Panama.) (Tel. 23-0451.) (Telex 201-3481020 a/b Propana.)

PARAGUAY – Mr. A. G. L. Turner, First Secretary (Commercial) and Consul, British Embassy, 25 de Mayo 171, ASUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 201-139 a/b Prodrome ASN.)

PERU – Mr. D. C. Thomas, First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Pacifico-Washington – 12th Floor, Plaza Washington, Avenida Arequipa (Sexta Cuadra), LIMA. (Tel. 283830.) (Telex 201-PX 5230 a/b Prodrome, PX5230.)

PHILIPPINES – Mr. H. F. Bartlett, D.S.C., Counsellor (Commercial), British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, MANILA. (Tel. 59-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

POLAND – Mr. H. T. Kennedy, O.B.E., Counsellor (Commercial), British Embassy, Aleje Róz 1, WARSAW. (Tel. 281001-5.) (Telex 29-813694 a/b Prodrome WA.)

PORTUGAL – Mr. S. J. Aspden, M.B.E., First Secretary (Commercial), British Embassy, Rua de S. Domingos a Lapa 37, LISBON 3. (Tel. 661191/5.) (Telex 29-1278 a/b Prolis P.)

OPORTO – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, Palacio Atlantico, 7th Floor, Praca D. Joao I, No. 28, Oporto. (Tel. 22442/3.)

QATAR – Mr. P. J. Hurr, Consular and Commercial Officer, H.M. Political Agency, P.O. Box 3, DOHA. ('Political, Qatar.') (Tel. 22637.) (Telex 201-315 a/b. Political Doha.)

RUMANIA – Mr. J. H. Walsh, First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11.16.35/6.) (Telex 29-011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. D. A. Hamley, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 6631.)

SENEGAL – Mr. J. H. Bailey, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. C. A. Holmes, Second Secretary (Commercial/Aid), British High Commission, S.B.W.A. Building, Oxford Street, FREETOWN. (Postal address: Private Mail Bag, C/o G.P.O., Freetown.) (Tel. 3961-6.)

SINGAPORE – Mr. G. F. Finlayson, Counsellor (Commercial), British High Commission, Phoenix Park, Tanglin Road, SINGAPORE, 10. (*Postal address:* P.O. Box 19, Tanglin Post Office.) (Tel. 64061.)

SOMALI REPUBLIC – Mr. R. J. E. Thomas, Second Secretary (Commercial/Information), British Embassy, Via Londra 7/8, P.O. Box 1036, MOGADISHU. (Tel. 2288.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., Minister (Economic); Mr. A. C. McCarthy, First Secretary (Economic), British Embassy, 6 Hill Street, PRETORIA. (Tel 74-3121.) (Telex 201-44641 a/b P1-44641 PR.)

JOHANNESBURG – Mr. R. A. Farquharson, Deputy Consul-General (Commercial) and Director of Trade Development; Mr. P. W. R. C. Haley, M.B.E., Consul (Commercial), British Consulate-General, 8th Flóor, B.P. Centre, corner Harrison, Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex 201-43-7115 JH a/b 43-7115 JH.) [*Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.*]

CAPE TOWN – Mr. M. T. Walker, C.B.E., Consul-General, British Consulate-General, 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. (Tel. 41.1466.) (Telex 201-5-7447CT a/b 5-7447CT.)

DURBAN – Mr. H. N. Pullar, C.B.E., Consul-General, British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) (Telex 201-6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. W. W. Wilson, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SOUTHERN YEMEN – Mr. W. H. Harper, First Secretary, British Embassy, Tarshyne, ADEN, People's Republic of Southern Yemen. (Tel. 24171.)

SPAIN – Mr. M. H. M. Reid, Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 419-0200/8.) (Telex 2061-27656 a/b 27656 Ingla E.)

BARCELONA – Mr. D. H. Clibborn, C.M.G., Consul-General, British Consulate-General, Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO – Mr. B. W. Gordon, Consul-General, British Consulate-General, Gran Via 30, Bilbao. (Tel. 214780, 214789.)

SEVILLE – Mr. F. A. Reynolds, Consul-General, British Consulate-General, Calle Mendez Nunez 21 (4th Floor), Seville. (Tel. 228875.) (Telex 2061-72172 a/b 72172 BRSEV E.)

VALENCIA – Mr. K. Oldfield, M.B.E., Consul, British Consulate, Calle Coronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49, Vigo. (Tel. 211450.)

PALMA DE MALLORCA – Mr. T. C. Ravensdale, C.M.G., Consul, British Consulate, Calle General Mola, 6, 3° (28), Palma de Mallorca. (Tel. 21.20.85.)

LAS PALMAS – Mr. N. F. Date, Consul, British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones 37, Apartado 20, Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.)

SANTA CRUZ – Mr. E. L. Fox, O.B.E., Consul, British Consulate, Calle del Si 3, 3rd Floor (esquina a Villalba Hervas), Apartado 109, Santa Cruz de Tenerife, Canary Islands. (Tel. 24-20-00.)

SUDAN – Mr. G. F. N. Reddaway, C.B.E., Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. (Tel. 70760, 70766-9.)

TELEGRAPHIC ADDRESSES unless otherwise stated:
Embassies – 'Prodrome' followed by the town name.
Consular offices – 'Britain' followed by the town name.
High Commission offices – 'Ukrep' followed by the town name.

SURINAM – *There is an Honorary Vice-Consul at Paramaribo who will be pleased to see business visitors. His name and address is:*

Mr. P. H. Sheppard, P.O. Box 1300, PARAMARIBO.

SWAZILAND – Mr. A. G. Elgar, O.B.E., Head of Chancery, British High Commission, Alister Miller Street, MBABANE. (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.) (Telex 201-SAX 39, a/b SAX 39.)

SWEDEN – Mr. K. E. Mackenzie, Counsellor (Commercial), British Embassy, Skarpögatan 6, S-115 27 STOCKHOLM. (Tel. 67.01.40.) (Telex 2024-1340 a/b 1340 Britemb S.)

GOTHENBURG – Mr. J. O. May, C.B.E., Consul-General, British Consulate-General, Götgatan 15, S-411 05 Gothenburg. (Tel. 13.62.77.) (Telex 2024-20041 a/b Britain S.)

MALMO – Mr. R. F. G. Taylor, M.B.E., Consul, British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 30806.)

SWITZERLAND – Mr. D. T. West, Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21/8.) (Telex 2052-32847 a/b UKBNE CH.)

BASLE – Mr. A. M. Fluhmann, O.B.E., Consul, British Consulate. P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 23.58.43.) (Telex 62959 a/b UKBAL CH.)

GENEVA – Mr. L. J. Evans, Consul-General, British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1202 Geneva. (Tel. (022) 34.38.00., 33. 23. 85.) (Telex 2052-22956 a/b 22956A (or B) UKGV CH.)

ZURICH – Mr. A. C. Maby, C.B.E., Consul-General, British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.) (Telex 2052-54260 a/b UKZUR CH.)

TAIWAN – Mr. J. A. Featherstone, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

TANZANIA – Mr. R. G. W. Beer, M.B.E., First Secretary (Commercial), British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, DAR-ES-SALAAM. (Tel. 23366/9.) (Telex 201-41004 a/b Ukrep DSM.)

THAILAND – Mr. D. Montgomery, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 53291.)

TOGO – Mr. I. S. Danson, Third Secretary, British Embassy, Boulevard Circulaire, Boite Postale 892, LOME, Republic of Togo. (Tel. 2085.) (Telex 201-210 a/b Prodrome, Lomé.)

TRINIDAD AND TOBAGO – Mr. C. A. Thompson, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 778, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex 29-POS 52342 a/b POS 52342.)

TRUCIAL STATES

ABU DHABI – Mr. M. J. Copson, Commercial Secretary, HM Political Agency, P.O. Box 248, Abu Dhabi. (Tel. 2305/7.)

DUBAI – Mr. G. P. Lockton, Commercial Secretary, HM Political Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Political, Dubai.') (Tel. 21452.) (Telex 201-426 a/b Political GJ 426.)

TUNISIA – Mr. J. B. Wright, First Secretary, (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. R. P. Pinsent, Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi 46a, Cankaya, ANKARA. (Tel. 183240/2.)

ISTANBUL – Mr. R. A. Burrows, C.M.G., Consul-General, British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75.40 and 44.75.45-9.) (Telex 201-298 a/b Britain IST.)

UGANDA – Mr. R. W. Howell, First Secretary (Commercial), British High Commission, P.O. Box 7070, 10-12 Obote Avenue, KAMPALA. (Tel. 57054/9.) (Telex 201-61006 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. G. L. Simmons, M.V.O., Counsellor (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. E. A. Midgley, C.M.G., M.B.E., Minister (Commercial); Mr. P. W. Ridley, C.B.E., Counsellor (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. 462-1340 Area Code 202.) (Telex 20660-892370 a/b Prodrome, WSH.)

NEW YORK – Mr. J. C. M. Mason, Director of Trade Development and Deputy Consul-General (Commercial), British Trade Development Office, 845 Third Avenue, New York, N.Y. 10022. (Tel. 752-8400 Area Code 212.) (Telex 2064-420543 a/b Prodrome or 20660-12-6919 a/b Prodrome NYK.)

[*New York is the senior commercial post and the central point for British trade promotion work in the U.S.A. Export Credits Guarantee Department's representative in N. America, Mr. J. H. Hall, is at the same address.*]

ATLANTA – Mr. S. H. Anstey, Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691 Area Code 404.) (Telex 20660-542517 a/b Britain ATL.)

BOSTON – Miss L. E. T. Storar, Consul-General, British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston 16, Massachusetts 02116. (Tel. 542-2810 Area Code 617.) (Telex 20660-946412 a/b Britain BSN.)

CHICAGO – Mr. L. C W. Figg, Deputy Consul-General (Commercial), British Consulate-General, 33 N. Dearborn Street, Chicago, Ill.60602. (Tel. 346-1810 Area Code 312.) (Telex 20660-254432 a/b Britain CGO.)

CLEVELAND – Mr. M. J. Marshall, C.M.G., Consul-General, British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674 Area Code 216.) (Telex 20660-980126 a/b Britain CLV.)

UNITED STATES, *continued*

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Government Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel. 637-3600 Area Code 214.) (Telex 20660-730382 a/b Britrade DAL.)

DETROIT – Mr. E. I. R. MacGregor, C.M.G., Consul-General, British Consulate-General, 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776 Area Code 313.) (Telex 20660-230158 a/b Britain DET.)

HONOLULU – Mr. D. F. P. Williams, M.B.E., Consul, British Consulate, 1202 First Hawaiian Bank Buildings, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 536-1048/9).

HOUSTON – Mr. A. J. W. Hockenhull, O.B.E., Consul-General, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. 223-2301 Area Code 713.) (Telex 20660-762307 a/b Britain HOU.)

LOS ANGELES – Mr. A. A. E. Franklin, C.V.O., C.B.E., Consul-General, British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90005. (Tel. 385-7381 Area Code 213.) (Telex 20660-677421 a/b Britain LSA.)

MIAMI – Mr. F. J. Pelly, M.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6 Area Code 305.) (Telex 20660-519468 a/b Britain MIA.)

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Government Trade Office, 1209, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921 Area Code 612.) (Telex 20660-290122 a/b Britrade MPS.)

PHILADELPHIA – Mr. M. J. Moynihan, M.C., Consul-General, British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430 Area Code 215.) (Telex 20660-834636 a/b Britain PHA.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

PORTLAND – Sir James McDonald, K.B.E., Consul, British Consulate, 715 World Trade Building, 333 S.W. Oak Street, Portland, Oregon 97204. (Tel. 227-5669 Area Code 503.)

SAN JUAN – Mr. M. J. A. P. Sullivan, Consul, British Consulate, Room 1024, Banco Popular Centre, Hato Rey, San Juan 2, Puerto Rico. (Postal address: P.O. Box 1307, San Juan, Puerto Rico 00902.) (Tel. 767-4435.) (Telex 29-365270 a/b 365270 Britain.)

ST. LOUIS – Mr. F. S. Miles, C.M.G., Consul-General, British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. 621-4688/9 Area Code 314.) (Telex 20660-447190 a/b Britain STL.)

SAN FRANCISCO – Mr. J. O. Lloyd, C.B.E., Consul-General, British Consulate-General, Hong Kong Bank Building, 160 Sansome Street, San Francisco, California 94104 (Tel. 981-3030 Area Code 415.) (Telex 20660-340628 a/b Britain SFO.)

SEATTLE – Mr. J. I. McGhie, Consul-General, British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 624-2990 Area Code 206.) (Telex 20660-329602 a/b Britain SEA.)

[*There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk who will be glad to see business visitors.*]

BALTIMORE – Mr. H. M. Stewart, M.B.E., Vice-Consul, British Consulate, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland 21202. (Tel. SA 7-1082 Area Code 301.)

NORFOLK – Mr. A. L. Nicholson, Hon. Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934 Area Code 703.)

URUGUAY – Mr. D. R. Collard, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome MVD.)

U.S.S.R. – Mr. N. E. Cox, Counsellor (Commercial), British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 241-1033/4.) (Telex 29-341 a/b Prodrome Moscow.)

VENEZUELA – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Chuao, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 33.83.55/59.) (Telex 201-22768 a/b 22768 Procarac.)

VIETNAM – Mr. D. A. Clayton, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 29-11468 a/b 11468 YU Probel.)

ZAGREB – Mr. A. R. K. Mackenzie, C.B.E., Consul-General, British Consulate-General, Ilica 12/II, Zagreb, (Tel. 37627, 424418, 36697.) (Postal address: Britanski Generalni Konzulat, Zagreb, C.2.) (Telex 29-21309 a/b 21309 YU BR ZAG.)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Economic and Commercial), British High Commission, Waddington Road, P.O. Box RW50, LUSAKA. (Tel. 51122.) (Telex 201-4115 a/b Ukrep LS 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS **generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.**

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, WINDHOEK, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Service Bureau, HAMILTON. (Tel. 1-2038.)

BRITISH HONDURAS: The Permanent Secretary, Ministry of Natural Resources and Trade. Paslow Building, P.O. Box 485, BELIZE CITY.

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

GIBRALTAR: Mr. E. H. Davis, C.M.G., O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.) (Telex 201-223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Treasury Department, Bairiki, TARAWA, Gilbert Islands.

GUINEA: Mr. John Buhagiar, c/o Paterson Zochonis Guinée S.A., B.P. 598, CONAKRY, Republic of Guinea. (Tel. 462-21, 431-02.)

HAITI: Mr. J. P. Le Grand, Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3472.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127. ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allen, O.B.E., Resident Commissioner, VILA.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P.O. Box, HONIARA, British Solomon Islands Protectorate.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: G.P.O. Box 1068L. Hobart.) (Tel Hobart 2-2776/7.)

TONGA: Mr. A. C. Reid, C.M.G., British Commissioner and Consul, H.B.M.'s Agency and Consulate, NUKUALOFA.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. 1072.)

Guide to countries in which towns are situated

Place	Country
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brunei Town	Brunei
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Düsseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Paramaribo	Surinam
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Rawalpindi	Pakistan
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country	Place	Country	Place	Country
Stanley	Falkland Islands	The Hague	Netherlands	Vientiane	Laos
Stockholm	Sweden	Thorshavn	Faroe Islands (Denmark)	Vigo	Spain
Strasbourg	France	Tokyo	Japan	Warsaw	Poland
Stuttgart	Germany	Toronto	Canada	Washington	United States
Suva	Fiji	Tripoli	Libya	Wellington	New Zealand
Sydney	Australia	Tunis	Tunisia	Windhoek	South West Africa
		Turin	Italy	Winnipeg	Canada
Tamsui	Taiwan	Ulan Bator	Mongolia	Yaoundé	Cameroon
Tananarive	Malagasy Republic				
Tangier	Morocco				
Tarawa	Gilbert and Ellice Islands	Valencia	Spain		
Tegucigalpa	Honduras	Vancouver	Canada		
Tehran	Iran	Venice	Italy	Zagreb	Yugoslavia
Tel Aviv	Israel	Vienna	Austria	Zurich	Switzerland

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade - including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects - you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. TELEX 53178. Answer Back - BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
B. H. Varley, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, LS1 4JQ. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back - ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back - BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
I. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back - BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back - BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back - BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol BS1 2NE.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214. Answer Back - BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back - BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back - BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland).
21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488.
Code: 0232 34488. TELEX 74578, Answer Back - GOVNI BELFAST.)

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:
London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £6 18s. 6d.
being one year's subscription to the BOARD OF TRADE JOURNAL.
The copy should be sent to:

Name .....

Address .....

.....

ARTIZANAT

State Company for Foreign Trade
BUCHAREST–ROMANIA

Exports:

Machinery for the processing of wood
Equipment and installations for kitchens and restaurants
Hand tools, spare parts and accessories
Household metal equipment and cooking utensils
Furniture and woodenware
Minerals, ore and building materials
Animal fats
Sports and camping articles
Sunglasses and frames
Oriental type hand knotted pile carpets and Romanian folk art
Kelims
Textiles ready made and clothing
Musical instruments and accessories
Office and scholastic stationery
Vegetable fibre and plastics basketware and furniture
Reed
Corncob flour
Alabaster and alabaster powder items, glassware and metallised glassware
Ceramics
Wrought Iron articles
Christmas tree decoration (globes and fireworks)

Orders for various may also be carried out with, or without the customer's patterns and materials.

For any further information please apply to:

ARTIZANAT, 3, 13 Decembrie St., P.O.B.: 134-135. Telex: 226
or to the Romanian Commercial Office in London
26 Cadogan Square, S.W.1.

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on August 13, 1969)

The next full supplement will be published on November 5.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-248 5757, except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(a) GENERAL

ADDITIONS – 1970

Tripoli: INTERNATIONAL TRADE FAIR – February 28-March 20, 1970
A British Pavilion Organized by the Board of Trade.
(J. R. Schaffer, Ext. 7246)

Zagreb: SPRING FAIR – April 18-26, 1970
Possible joint venture in the various commodity sections with appropriate trade associations.
(B. L. Banks, Ext. 7213)

(b) SPECIALIZED

AMENDMENTS – 1969

New York: BISCUIT AND CRACKER DISTRIBUTORS CONFERENCE AND EXHIBITION – October 16-18, 1969
This event should be amended to read:

New York: BISCUIT AND CRACKER DISTRIBUTORS CONFERENCE AND EXHIBITION – October 23-25, 1969
A joint venture with the British Food Export Council.
(Miss J. M. Coker, Ext. 318)

New York: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 26-29, 1969
A possible joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
This event should be amended to read:

New York: NATIONAL OUTERWEAF AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 26-29, 1969
A joint venture with the Leather Institute.
(Miss J. M. Coker, Ext. 318)

Caracas: BRITISH ENGINEERING WEEK – November 17-21, 1969
The dates should be amended to read:
November 17-20, 1969.

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-10, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations.
This entry should read:

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-10, 1969
Joint venture with the London Chamber of Commerce.
(P. J. Dring, Ext. 7097)

ADDITIONS – 1969

Bogota: BRITISH ENGINEERING WEEK – November 25-28, 1969
A joint venture with the London Chamber of Commerce.
Mrs. M. Janzen, Ext. 7093)

At the British Veterinary Congress and associated exhibition in Dublin at the beginnng of this month, the British Ambassador, Sir Andrew Gilchrist (second from left), and Mr. Storie-Pugh (far left), president of the BVA, chat to Mr. J. A. Leslie and Mr. G. H. MacDonald on the Burroughs Wellcome stand.

DELETE – 1970

New York: AUTOMOTIVE ACCESSORIES MANUFACTURERS OF AMERICA EXPOSITION – February 8-12, 1970
Possible joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 318)

AMENDMENTS – 1970

Detroit: AUTOMOTIVE ENGINEERING (S.A.E.) EXHIBITION – January 12-13, 1970
The dates should be amended to read:
January 12-15, 1970.

New York: DISPLAY OF BRITISH MEN'S WEAR – February 1970
A possible joint venture with the Clothing Export Council.
This event should be amended to read:

New York: DISPLAY OF BRITISH MEN'S WEAR – February 4-11, 1970
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 318)

Sydney: INTERNATIONAL TOY FAIR – March 1970
The dates should be amended to read:
March 15-19, 1970.

Paris: INTERNATIONAL TOY EXHIBITION – February 1970
The dates should be amended to read:
February 8-14, 1970.

Bologna: INTERNATIONAL SHOE AND LEATHER FAIR – March 1970
The dates should be amended to read:
March 7-12, 1970.

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 1970
The dates should be amended to read:
March 15-23, 1970.

Bologna: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 1-5, 1970
This entry should be amended to read:

Trade information stand manned by the Book Development Council.
(Miss F. King, Ext. 7092)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 1970
The dates should be amended to read:
April 11-16, 1970.

Oyonnax: EXHIBITION OF OPTICAL MATERIALS – June 4-8, 1970
The dates should be amended to read:
May 21-25, 1970.

Paris: INTERNATIONAL EXHIBITION FOR SCIENTIFIC AND TECHNICAL BOOKS – April 1970
The dates should be amended to read:
June 4-8, 1970.

Chicago: MUSIC INDUSTRY TRADE SHOW – June 1970
This entry should be amended to read:

Miami: MUSIC INDUSTRY TRADE SHOW – June 6-9, 1970
A possible joint venture with the Association of Musical Instrument Industries. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

Paris: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 1970
The dates should be amended to read:
September 10-15, 1970.

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October 1970
The dates should be amended to read:
October 3-6, 1970.

Utrecht: INTERNATIONAL PLASTICS EXHIBITION (MACROPLASTIC)
The dates should be amended to read:
October 29-November 5, 1970.
(T. E. Kerfoot, Ext. 7011)

Paris: INTERNATIONAL MOTOR, CYCLE AND MOTOR CYCLE EXHIBITION – October 1970
The dates should be amended to read:
October 1-11, 1970.

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 1970
The dates should be amended to read:
November 7-12, 1970.

Paris: INTERNATIONAL PACKAGING EXHIBITION – November 1970
November 9-15, 1970.

ADDITIONS – 1970

Johannesburg: HOTEL AND CATERING SHOW – January 21-24, 1970
Possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss G. Adams, Ext. 7204)

Toronto: CANADIAN FARM AND INDUSTRIAL EQUIPMENT SHOW – January 28-31, 1970
A joint venture with the Agricultural Engineers Association.
(Miss G. Adams, Ext. 7204).

Chicago: NATIONAL SPORTING GOODS ASSOCIATION SHOW – February 1-5, 1970
Probable joint ventures with:
(i) Federation of British Manufacturers of Sports and Games
(ii) Camping Trades Association of Great Britain.
(P. J. Dring, Ext. 7097)

Copenhagen: INTERNATIONAL MEN'S FASHION FAIR – February 15-17, 1970
Joint venture with the Clothing Export Council.
(A. G. Pearson, Ext. 7207)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15- 18, 1970
Probable joint ventures with:
(i) British Electrical and Allied Manufacturers Association
(ii) Federation of British Horticultural Exporters
(iii) British Artmetal Manufacturers Export Group
(iv) Hardware Manufacturers Association
(v) Federation of Hand Tool Manufacturers
(vi) United Kingdom Cutlery and Silverware Association
(vii) Engineering and Building Centre, Birmingham
Firms interested should contact their association.
(S. Bickel, Ext. 7216)

Los Angeles: WESTERN METAL AND TOOL EXPOSITION (WESTEC) – March 9-13, 1970
A probable joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

Helsinki: FINNISH INTERNATIONAL SHOE EXHIBITION – March 15-16, 1970
Probable joint venture with the Federation of British Footwear Manufacturers.
(A. G. Pearson, Ext. 7207)

New York: AUTOMOBILE SHOW – March 1970
A possible joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 318)

New York: DISPLAY OF WOMENSWEAR – March 26-April 10, 1970
A probable joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 318)

Chicago: 5TH INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXPOSITION – April 13-17, 1970
Possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(P. J. Dring, Ext. 7097)

Osaka: INTER – ENGINEERING '70 – April 16-29, 1970
A possible joint venture with the National Society for Clean Air. Firms interested in participation should contact the Society.
(Mrs. I. M. Janzen, Ext. 7093)

Cleveland: AMERICAN WELDING SOCIETY SHOW – April 21-23, 1970
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Prague: 1ST INTERNATIONAL AGRICULTURAL SHOW (AGROPRAHA) – April 23-May 7, 1970
A possible joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the Association.
(B. L. Banks, Ext. 7213)

Chicago: DESIGN ENGINEERING WEEK – May 11-14, 1970
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Perth: BRITISH ENGINEERING WEEK – May 18-22, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 7093)

New York: INTERNATIONAL LEATHER GOODS SHOW – May 12-14, 1970
A possible joint venture with the British Leathergoods Manufacturers Association.
(Miss J. M. Coker, Ext. 318)

Prague: SIXTH CONGRESS OF THE INTERNATIONAL FEDERATION OF PRESTRESSED CONCRETE – June 6-13, 1970
A possible joint venture with the Concrete Society.
(B. L. Banks, Ext. 7213)

Johannesburg: SOUTH AFRICAN INTERNATIONAL MEDICAL EXHIBITION – June 22-25, 1970
Probable joint venture with the British Surgical Export Group. Firms interested in participation should contact the Group.
(Miss G. Adams, Ext. 7204)

Amsterdam: INTERNATIONAL AIRPORT EQUIPMENT AND SERVICES EXHIBITION – June 29-July 4, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011)

New York: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June 1970
A possible joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 318)

Minneapolis: 2ND INTERNATIONAL SNOWMOBILE TRADE SHOW – June 1970
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

New York: NATIONAL JEWELRY TRADE SHOW – July 26-29, 1970
A probable joint venture with the British Jewellers' Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 318)

New York: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 9-12, 1970
A probable joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 318)

New York: NATIONAL HARDWARE SHOW – September-October 1970
Probable joint ventures with the Federation of British Horticultural Exporters and the Hardware Manufacturers Association. Firms interested in participation should contact their association.
(Miss J. M. Coker, Ext. 318)

New York: DISPLAY OF WOMENSWEAR – September/October, 1970
A probable joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 318)

Copenhagen: INTERNATIONAL ELECTRONICS, AUTOMATION AND INSTRUMENTS EXHIBITION – September-October 1970
Possible joint venture with the Association of Public Address Engineers.
(A. G. Pearson, Ext. 7207)

Chicago: SCREEN PRINT ASSOCIATION SHOW (SCREEN PRINT '70) – October 28-31, 1970
A probable joint venture with the Display Producers and Screen Printers Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1970
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 318)

New York: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 1970
A probable joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 318)

New York: INTERNATIONAL HOME FURNISHINGS SHOW – November 9-13, 1970
A possible joint venture with the British Furniture Manufacturers Export Club. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 318)

Cleveland: NATIONAL DIE-CASTING EXPO AND CONGRESS – November 16-19, 1970
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – November 1970
A probable joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 318)

ADDITIONS – 1971

Toronto: NATIONAL INDUSTRIAL PRODUCTION SHOW – May 10-14, 1971
Possible joint ventures with (i) The Machine Tool Trades Association (ii) The Gauge & Tool Makers Association. Firms interested in participation should contact either of these two associations.
(Miss G. Adams, Ext. 7204)

(c) BRITISH WEEKS AND STORE PROMOTIONS

DELETE – 1969

Milwaukee, Wisconsin: THE BOSTON STORE COMPANY – Autumn 1969

ADDITION – 1969

Genoa: SCOTCH CORNER STORE PROMOTION – October 7-21, 1969
This British promotion will feature winter clothing, footwear, tweeds, rugs and similar goods.
(K. R. Timmins, 01-248 5757, Ext. 7104)

Liezen: KAUFHAUS UEBERBACHER STORE PROMOTION – October 10-18, 1969
This store will hold a promotion of ladies' clothing and knitwear.
(K. R. Timmins, 01-248 5757, Ext. 7104)

ADDITIONS – 1970

Tulsa, Oklahoma: VANDEVER CO. INC. – February 22-March 3, 1970
This British promotion will feature men's and women's ready-to-wear, sporting clothes, giftware, china, silver, home furnishings and novelty housewares. The London Buying House is Dean Warburg Ltd., 38 Savile Row, London, W.1 (Tel. 01-734 9421).
(C. J. Mather, Ext. 265)

Sweden: BRITISH SHOPPING WEEKS
Preliminary notice is given of Shopping Weeks at:
Lulea – September 18-26
Gävle – September 25-October 3
Hälsingborg – October 2-10
(P. Holmes, Ext. 7243)

Portland, Oregon: MEIER AND FRANK CO. INC. – October 5-19, 1970
This British promotion to be held in four stores, will feature consumer goods generally. The London Buying House is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. 01-734 4583).
(C. J. Mather, Ext. 265)

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries. The telephone number of the Board of Trade is 01-248 5757, extensions:–

Eastern Europe, including Eastern Germany	7132
Cologne, Dortmund, Düsseldorf, Offenbach, Weisbaden	225
Other towns in West Germany	7180
Austria, Greece, Italy, Portugal	7011
France (Paris only) and Sweden	7205
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	7207
Cyprus, Malta, Netherlands, Switzerland, Spain, Irish Republic	7011
United States, Canada	7094
United Kingdom	7109
The rest of the world	7099

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Amendments – 1969

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT)
Dates should be amended to read November 11-15.

Deletions – 1970

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October

CLERMONT-FERRAND: CLERMONT-FERRAND FAIR – September

Amendments – 1970

PARIS: FANCY LEATHER GOODS AND TRAVEL ARTICLES FAIR – January
Dates should be amended to read January 4-9.

PARIS: FRENCH FANCY JEWELLERY EXHIBITION – January
Dates should be amended to read January 11-19.

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January
Dates should be amended to read January 11-23.

PARIS: INTERNATIONAL LIGHTING EXHIBITION – January
Dates should be amended to read January 14-19.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – January
Dates should be amended to read January 14-19.

PARIS: FURNITURE EXHIBITION – January
Dates should be amended to read January 15-19.

STUTTGART: MOTOR – SPORT – HOBBY EXHIBITION – January 31-February 8
Address of agent should be amended to: C.E.S. (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS: CORSETRY AND LINGERIE EXHIBITION – February
Dates should be amended to read February 7-10.

PARIS: KNITTING INDUSTRIES EXHIBTION – February
Dates should be amended to read February 7-10.

PARIS: EXHIBITION OF LACE, EMBROIDERY AND FABRICS FOR CORSETRY AND LINGERIE – February
Dates should be amended to read February 7-10.

PARIS: INTERNATIONAL TOY FAIR – February
Dates should be amended to read February 8-14.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March
Dates should be amended to read February 28-March 4.

PARIS: INTERNATIONAL CARAVAN EXHIBITION – March
Dates should be amended to read February 28-March 8.

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March
Dates should be amended to read February 28-March 15

NICE: INTERNATIONAL FAIR (TOURISM) – March
Dates should be amended to read March 5-16.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR
Dates should be amended to read March 7-12.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION (SIMA) – March
Dates should be amended to read March 10-15.

Engineering Industries Association

ENGINEERING INDUSTRIES ASSOCIATION E·I·A

Make a note of these dates!

22ND ENGINEERING EXHIBITION

14th – 17th OCTOBER

ROYAL HORTICULTURAL SOCIETY'S NEW HALL, GREYCOAT STREET, **WESTMINSTER**, S.W.1

To be opened by:

Mr. John Davies, M.B.E., F.C.A., at 11 a.m. 14th OCTOBER
(Retiring Director General C.B.I.)

Precision Engineering, Products, Processes and Services, Capacity Exchange

Special Feature: "EUROPEAN COMPONENT SERVICE" Talk by B.N.E.C. p.m. October 16th

ADMISSION BY TRADE CARD OR INVITATION TICKET

Tickets obtainable from: Exhibition Secretary, Engineering Industries Association, 3-7, Portman Square, W.1. Tel: 01 935 2241

LYONS: INTERNATIONAL HARDWARE FAIR – March
Dates should be amended to read March 20-23.

TOULOUSE: INTERNATIONAL TRADE FAIR – April
Dates should be amended to read March 26-April 6.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH
The dates of this event should be amended to read April 1-5.

NANTES: NANTES FAIR – April
Dates should be amended to read April 2-13.

MARSEILLES: SPRING FAIR – March
Dates should be amended to read April 2-13.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – March-April
Dates should be amended to read April 3-8.

ZARAGOZA: INTERNATIONAL TECHNICAL AND AGRICULTURAL FAIR (FIMA)
Dates should be amended to read April 4-12.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – April 8-12
Address of agent should be amended to: C.E.S. (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March-April
Dates should be amended to read April 9-19.

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – April 10-15

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORT) – April
Dates should be amended to read April 11-16.

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April
Dates should be amended to read April 11-16.

CANNES: INTERNATIONAL TELEVISION PROGRAMME MARKET – April
Dates should be amended to read April 13-18.

PARIS: FRENCH MACHINE TOOL AND MECHANICAL FACTORY EQUIPMENT EXHIBITION – May
Dates should be amended to read April 15-23

TOULOUSE: INTERNATIONAL AGRICULTURAL PRODUCTION AND RURAL EQUIPMENT EXHIBITION – March
Dates should be amended to read April 21-26.

ORLEANS: ORLEANS FAIR – April
Dates should be amended to read April 19-26.

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April
Dates should be amended to read April 25-29.

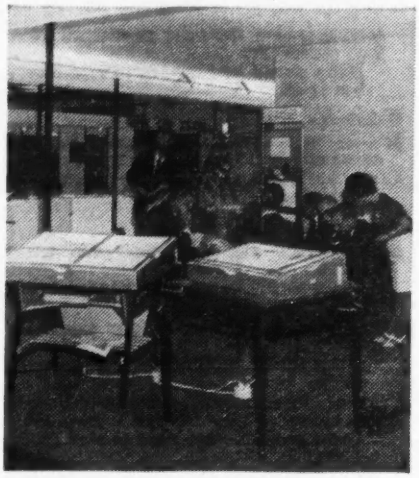
AVIGNON: AVIGNON FAIR – April-May
Dates should be amended to read April 25-May 3.

RENNES: RENNES FAIR – April
Dates should be amended to read April 25-May 4.

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April-May
Dates should be amended to read April 25-May 10.

ROUEN: TRADE FAIR – May
Dates should be amended to read April 29-May 11.

POITIERS: POITIERS FAIR – May
Dates should be amended to read May 1-10.



Visitors to one of the British stands at the Cologne 'Orgatechnik' exhibition of office equipment.

BESANCON: BESANCON FAIR – May
Dates should be amended to read May 1-10.

GRENOBLE: GRENOBLE FAIR – May
Dates should be amended to read May 1-11.

VALENCIA: INTERNATIONAL SAMPLES FAIR
Dates should be amended to read May 4-17.

LILLE: INTERNATIONAL TRADE FAIR – April-May
Dates should be amended to read May 14-25.

MACON: MACON FAIR – May
Dates should be amended to read May 16-25.

MULHOUSE: TRADE FAIR – May-June
Dates should be amended to read May 16-27.

MADRID: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO)
Dates should be amended to read May 20-June 7.

OYONNAX: EXHIBITION OF OPTICAL MATERIALS – June 4-8
Dates should be amended to read May 21-25.

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS EQUIPMENT EXHIBITION (EXPOMAT) – May
Dates should be amended to read May 21-31.

LIMOGES: LIMOGES FAIR – May
Dates should be amended to read May 21-June 1.

LYONS: DO-IT-YOURSELF EXHIBITION – May
Dates should be amended to read May 23-June 1.

BORDEAUX: INTERNATIONAL TRADE FAIR – May
Dates should be amended to read May 23-June 1.

PARIS: DENTAL EQUIPMENT EXHIBITION – June-July
Dates should be amended to read May 26-June 1.

REIMS: REIMS FAIR – June
Dates should be amended to read May 30-June 8.

NIMES: INTERNATIONAL FAIR – May
Dates should be amended to read May 30-June 8.

PARIS: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – May
Dates should be amended to read June 2-8.

PARIS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – April
Dates should be amended to read June 2-10.

BARCELONA: INTERNATIONAL SAMPLES FAIR
Dates should be amended to read June 3-14.

PARIS: INTERNATIONAL EXHIBITION OF SCIENTIFIC AND TECHNICAL BOOKS – April
Dates should be amended to read June 4-8.

NANCY: INTERNATIONAL FAIR – June
Dates should be amended to read June 4-15.

AMIENS: AMIENS FAIR (COMMERCIAL, INDUSTRIAL AND AGRICULTURAL) – June
Dates should be amended to read June 5-15.

BOURGES: BOURGES FAIR – June
Dates should be amended to read June 6-14.

CHALON-SUR-SAONE: CHALON-SUR-SAONE FAIR – June
Dates should be amended to read June 13-22.

CANNES: INTERNATIONAL EXHIBITION FOR GENERAL AIRCRAFT – June
Dates should be amended to read June 20-28.

DRAGUIGNAN: DRAGUIGNAN FAIR – June-July
Dates should be amended to read June 27-July 5.

BILBAO: INTERNATIONAL SAMPLES FAIR
Dates should be amended to read July 1-12.

PAU: FAIR AND EXPOSITION – September
Dates should be amended to read September 3-14.

STRASBOURG: INTERNATIONAL TRADE FAIR – September
Dates should be amended to read September 3-14.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – September
Dates should be amended to read September 6-11.

PARIS: FRENCH FANCY JEWELLERY EXHIBITION – September
Dates should be amended to read September 6-14.

NANCY: INTERNATIONAL INDUSTRIAL SAFETY EXHIBITION – October
Dates should be amended to read September 7-12.

LE MANS: LE MANS SAMPLES FAIR – September
Dates should be amended to read September 10-14.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September
Dates should be amended to read September 10-15.

CHAMBERY: CHAMBERY FAIR – September
Dates should be amended to read September 11-20.

BRUSSELS: INTERNATIONAL CIVIL ENGINEERING AND BUILDING SITE EQUIPMENT EXHIBITION – Autumn
This entry should be amended to read:

BRUSSELS: INTERNATIONAL CIVIL ENGINEERING AND CONSTRUCTION SITE EQUIPMENT EXHIBITION – September 12-18

STUTTGART: WORLD HAIRDRESSERS' CHAMPIONSHIPS AND EXHIBITION – September 13-15
Address of agents should be amended to: C.E.S. (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ST. ETIENNE: ST. ETIENNE FAIR – September
Dates should be amended to read September 18-28.

CAEN: CAEN FAIR – September
Dates should be amended to read September 18-28.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September-October.
Dates should be amended to read September 24-October 3.

MARSEILLES: INTERNATIONAL FAIR – September
Dates should be amended to read September 24-October 5.

OSLO: TODAYS HOUSEKEEPING – September October
Dates should be amended to read September 25-October 5.

METZ: INTERNATIONAL AUTUMN FAIR – October
Dates should be amended to read September 30-October 11.

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October
Dates should be amended to read October 1-11.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October
Dates should be amended to read October 3-6.

BORDEAUX: RADIO AND TELEVISION EXHIBITION – October
Dates should be amended to read October 3-12.

TOULOUSE: DOMESTIC ARTS EXHIBITION – October
Dates should be amended to read October 3-18.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October
Dates should be amended to read October 8-19.

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October
Dates should be amended to read October 18-20.

LILLE: WOMEN'S AND CHILDREN'S HOME COMFORT EXHIBITION – October-November
Dates should be amended to read October 31-November 11.

BORDEAUX: HOME COMFORT EXHIBITION – October
Dates should be amended to read October 31-November 11.

PARIS: CHILDREN'S FASHION SHOW – November
Dates should be amended to read November 7-10.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – November
Dates should be amended to read November 7-12.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November
Dates should be amended to read November 9-15.

PARIS: INTERNATIONAL EXHIBITION FOR MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – November
Dates should be amended to read November 9-15.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERAL) – November
Dates should be amended to read November 9-15.

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November
Dates should be amended to read November 9-15.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November
Dates should be amended to read November 9-15.

BARCELONA: HOGARTEL
Dates should be amended to read November 18-29.

Additions – 1970

OSLO: EXHIBITION OF KNITTED GOODS AND TEXTILE ACCESSORIES – January
Apply, Herr N. Ekjord, Oslo Import and Export Agents Association, Tollbugaten. 4, Oslo, 1.

OSLO: FURNITURE EXHIBITION – January
Apply, Mobelprodusentenes Landsforening, Rosenkrantzgt. 7, Oslo, 1.

PARIS: INTERNATIONAL AUDIO-VISUAL EXHIBITION – February 6-11
Apply, CIDAV, 7 Avenue George-V, Paris, 8e.

PRAGUE: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINE ACCESSORIES (ORGATECHNIKA '70) – February 12-20
Apply, Made In (Publicity), 92, Fleet Street, London, E.C.4 (Tel. 01-583 7034).

COPENHAGEN: INTERNATIONAL MEN'S FASHION FAIR – February 15-17
Apply, Udstillingshallen Forum A/S, Julius Thomsons Plads, 1925 Copenhagen V.

OSLO: AGRICULTURAL WEEK – February 20-March 1
Apply, Det. Kgl. Selskap for Norges Vel, Rosenkrantzgt. 8, Oslo, 1.

ZAGREB: INTERNATIONAL WELDING EXHIBITION – March 2-7
Apply, Exhibition Consultants Ltd., 11, Manchester Square., London, W.1 (Tel. 01-486 1951).

OSLO: NORWEGIAN BOAT EXHIBITION – March 6-15
Apply, Mr. G. Wiese, Stortingsgt. 12, Oslo, 1.

HELSINKI: FINNISH INTERNATIONAL SHOE EXHIBITION – March 15-16
Apply, Mr. Karjarinta, Suomen Kenkakauppiaiden Liito Ry., Fredrinkinkatu 67e, Helsinki, 10.

PRAGUE: 2ND INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW (INCOMEX '70) – March 17-31
Apply, Made In (Publicity), 92, Fleet Street, London, E.C.4 (Tel. 01-583 7034).

OSTRAVA: 2ND INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW (INCOMEX '70) – April 2-15
Apply, Made In (Publicity), 92, Fleet Street, London, E.C.4 (Tel. 01-583 7034).

GOTHENBURG: INTERNATIONAL EXHIBITION FOR OFFICE AND SHOP FITTINGS AND EQUIPMENT – April 7-12
Apply, Svenska Massan, 412 51 Gothenburg.

PRAGUE: 3RD INTERNATIONAL EXHIBITION OF HI-FI EQUIPMENT (HI-FI EXPO '70) – April 10-19
Apply, Made In (Publicity), 92, Fleet Street, London, E.C.4 (Tel. 01-583 7034).

OSLO: HOLIDAYS AND RECREATION – April 16-26
Apply, Norges Varemesse, P.O. Box 130, Skøyen, Oslo, 2.

ZAGREB: INTERNATIONAL SPRING FAIR – April 18-26 (Various commodity group sections)
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W.1 (Tel. 01-486 1951).

OSTRAVA: INTERNATIONAL EXHIBITION OF MATERIALS HANDLING (INTRAMA '70) – April 20-29
Apply, Made In (Publicity) 92, Fleet Street, London, E.C.4 (Tel. 01-583 7034).

BRNO: INTERNATIONAL FAIR OF CONSUMER GOODS – April 21-28
Apply, Fairs & Exhibitions Ltd., 14, New Burlington Street, London, W.1 (Tel 01-734 0855).

PRAGUE: 1ST INTERNATIONAL AGRICULTURAL SHOW (AGROPRAHA '70) – April 23-May 7
Apply, Made In (Publicity), 92, Fleet Street, London, E.C.4 (Tel. 01-583 7034).

PARIS: INTERNATIONAL EXHIBITION FOR BREAD (EUROPAIN) – April 25-May 7
Apply, French Chamber of Commerce, Park House, 24, Rutland Gate, London, S.W.7 (Tel. 01-589 0185).

PARIS INTERNATIONAL TRAVEL EXHIBITION – April 25-May 10
Apply, Comite de la Foire de Paris, 23, Rue Notre-Dame-des-Victoires, Paris, 2e.

OSLO: TRADE FAIR – May 14-24
Apply, Norges Varemesse, P.O. Box 130, Skøyen, Oslo, 2.

ZAGREB: 19TH INTERNATIONAL LEATHER, RUBBER AND FOOTWEAR WEEK – May 25-31.
Apply: Exhibition Consultants Ltd., 11, Manchester Square, London, W.1 (Tel. 01-486 1951).

PRAGUE: 2ND INTERNATIONAL EXHIBITION OF FOOD EQUIPMENT (ALIMA '70) – June 1-10.
Apply, Made In (Publicity), 92, Fleet Street, London, E.C.4 (Tel. 01-583 7034).

OSLO: '10 DAYS FOR CHILDREN' – June 4-14
Apply, Norges Varemesse, P.O. Box 130, Skøyen, Oslo, 2.

CALAIS: OPAL COAST EXHIBITION – June 20-29
Apply, E. Aubey, 23, Rue Eustache de St.-Pierre, Calais.

AMSTERDAM: INTERNATIONAL AIRPORT EQUIPMENT AND SERVICES EXHIBITION – June 29-July 4
Apply, Mack-Books Exhibitions, Ltd., Tel. No. 405 5171.

PLZEN: 5TH EXHIBITION OF FOOD PRODUCTS AND OF EQUIPMENT FOR FOOD CATERING AND TOURISM (WITH INTERNATIONAL PARTICIPATION) (EX PLZEN) – June/July
Apply, Made In (Publicity), 92, Fleet Street, London, E.C.4 (Tel. 01-583 7034).

OSLO: TECHNICAL FAIR – September 4-13
Apply, Maskingrossisternes Forening, Drammensvn. 30, Oslo, 2.

BRNO: INTERNATIONAL TRADE FAIR – September 5-14
Apply, Fair & Exhibitions Ltd., 14, New Burlington Street, London, W.1 (Tel. 01-734 0855).

TOUSSOS-LE-NOBLE: INTERNATIONAL LIGHT AVIATION SHOW – September 10-14.
Apply, M. Reuter, 18, Boulevard Maillot, Nucilly-sur-Seine (Hauts-be-Seine, 92).

PARIS: INTERNATIONAL AUTUMN CARAVAN EXHIBITION – October 1-11
Apply, M. Dufrancatel, 35, Rue des Renaudes, Paris, 17e.

OSLO: EXHIBITION OF OFFICE EQUIPMENT AND MACHINERY – October 4-9
Apply, Kontorteknisk Landsforening, Advokat Per Stormfelt, Prinsensgt. 21, Oslo, 1.

GRENOBLE: TRADE FAIR – October 16-26
Apply, M. Maurin, Palais des Expositions, Grenoble.

ZAGREB: INTERNATIONAL EXHIBITION OF PRESS AND PAPER (INTERGRAFIKA) – October 19-25
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W.1 (Tel. 01-486 1951).

PRAGUE: INTERNATIONAL EXHIBITION OF HOUSEHEATING (HOUSEHEATING 70) – October
Apply, 'Rapid' Advertising Agency, Ulice 28, Rijna 13, Prague 1.

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 9-15
Apply, M. Caron, 3 Rue la Boetie, Paris, 8e.

PARIS: INTERNATIONAL LAUNDRY, DYEING AND DRY-CLEANING EXHIBITION – December 11-21
Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127, Rue de Picpus, Paris, 12e.

Deletions – 1971

PARIS: INTERNATIONAL LAUNDRY, DYEING AND DRY-CLEANING EXHIBITION – November

Amendments – 1971

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – March 3-7
Address of agent should be amended to: CES (Overseas) Limited, Bridge House, 181, Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Additions – 1972

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

HANOVER: HANOVER FAIR – April-May
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01- 236 5050).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1969

GREENVILLE: INTERNATIONAL AMERICAN TEXTILE MACHINERY EXHIBITION
Dates should be amended to read October 15-17.

NEW YORK: BISCUIT AND CRACKER DISTRIBUTORS CONFERENCE AND EXHIBITION
Dates should be amended to read October 23-25

Additions – 1969

HONG KONG: 27TH EXHIBITION OF HONG KONG PRODUCTS – November 28, 1969-January 5, 1970
Apply, Secretary, The Chinese Manufacturers Association of Hong Kong. CMA Building 64-65 Connaught Road, Central Hong Kong.

Amendments – 1970

DETROIT: AUTO MOTIVE ENGINEERING (SAE) EXPOSITION
Dates should be amended to read January 12-15.

JOHANNESBURG: RAND EASTER SHOW
Dates should be amended to read March 23-April 6.

CHICAGO: PLANT ENGINEERING AND MAINTENANCE SHOW
Dates should be amended to read April 27-30.

Additions – 1970

TORONTO: NATIONAL FLOOR COVERINGS SHOW – January 11-17
Apply, R. J. Madden, Esq., Box 1010, Station B, Toronto 2B, Ontario.

JOHANNESBURG: HOTEL AND CATERING EXHIBITION – January 21-24, August 17-22
Apply, South African Exhibition, Organizers (Pty) Ltd., P.O. Box 2900, Johannesburg.

LOS ANGELES: SOUTHERN CALIFORNIA BOAT SHOW – January 23-February 1
Apply, N. P. Nichols Esq., 5025, W. Century Boulevard, Los Angeles 90009.

VICTORIA (AUSTRALIA): THE LOCAL GOVERNMENT ENGINEERS ASSOCIATION FIELD DAYS – Februarary 10-12
Apply, The Local Government Engineers Association of Victoria Field Day Committee, 1397, Centre Road, Clayton. VIC 3168.

MINNEAPOLIS: GREATER NORTHWEST CAMPING SHOW – February 19-23
Apply, E. Rothe, Esq., 5208, W. 70th Street, Minneapolis, Minnesota 55435.

NEW YORK: GIFT SHOW – February 22-27
Apply, George F. Little, Little Bros. Shows Inc., 220, Fifth Avenue, New York.

NEW YORK: VARIETY FAIR – March 1-4
Apply, J. Thalheim, Tarshis Association, 161, Great Neck Road, Great Neck, New York.

NEW YORK: NATIONAL SHOE FAIR – March 8-11
Apply, E. A. Launzel, Esq., Park Sheraton Hotel, 56th Street and 7th Avenue, New York City.

TOKYO: THE 10TH TOKYO INTERNATIONAL INDUSTRIAL AND ENGINEERING MATERIALS EXHIBITION – March 9-13
Apply, Industrial Daily News Ltd. (Nikkan Kogyo Shimbun) 8, 1-Chome, Kudankita, Chiyuda-ku, Tokyo (Tel. 263-2311).

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 9-13
Apply, W. J. Chity, Esq., Metals Park, Ohio 44073.

NEW YORK: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – April 3-5
Apply, H. Rosen, Esq., 121, W 45th Street, New York City NY 10036.

SEATTLE: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – April 3-7
Apply, Dr. R. Snyder, U.C.L.A., 405 Hilgard Avenue, Los Angles, Cal. 90024.

CLEVELAND: FOUNDRY CONGRESS AND CASTING EXHIBITION – April 6-10
Apply, M. O. Dwyer, Esq., 400, N. Michigan, Chicago 60601.

LIMA: INTERNATIONAL TRADE FAIR FOR THE FISHING AND FOOD INDUSTRIES (TECHOPAN '70) – April 6-12
Apply, Foria Internacional del Pacifico, P.O. Box 4900, Lima, Peru.

TOKYO: JAPAN ELECTRONICS SHOW – April 10-20
Apply, Electronic Industries Association of Japan, Tosho Building, 3-14, Marunouchi, Chiyoda-ku, Tokyo, Japan.

NEW YORK: 6TH WORLD CONGRESS OF GYNAECOLOGY AND OBSTETRICS – April 12-18
Apply, Donald F. Richardson, 79, West Monroe Street, Chicago, Illinois 60603.

CHICAGO: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – April 13-17
Apply, K. S. Brooks, Esq., Mack-Brooks Ltd., 96, Hatton Garden, London, E.C.1.

OSAKA: INTER ENGINEERING '70 – April 16-29
Apply, Osaka International Trade Fair Commission Hormachibashi, Higashi-ku, Osaka, Japan.

NEW YORK: NATIONAL PACKAGING EXPOSITION – April 20-23
Apply, K. E. Knowles, Esq., Clapp and Polisk, 245, Park Avenue, New York 10017.

KINGSTON: JAMAICA HORTICULTURAL SOCIETY FLOWER SHOW – April 25-26
Apply, P. W. C. Burke, Esq., President, The Jamaica Horticultural Society, P.O. Box 23, Kingston 5.

SAN FRANCISCO: NATIONAL MICROFILM ASSOCIATION CONVENTION AND EXHIBITION – April 26-May 1
Apply, The National Microfield Association, P.O. Box 386, 250 Prince George Street, Annapolis, MD, 21404.

NEW YORK: PREMIUM SHOW – May 4-7
Apply, J. Tholheim, Esq., Tarskins Association, 161, Great Neck Road, Great Neck, N.Y.

CLEVELAND: MINING CONGRESS AND COAL SHOW – May 11-14
Apply, J. A. Overton, Esq., 1100 Ring Building, Washington D.C. 20036.

SYDNEY: PACKAGING AND PRINTING EXHIBITION – May 11-15
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

NEW YORK: NATIONAL ART MATERIALS CONVENTION AND SHOW – May 14-17
Apply, B. Cholet, Esq., 182A, Boulevard Hasbrouk Heights, New Jersey, U.S.A.

CHICAGO: INTERNATIONAL SECURITY CONFERENCE – May 25-27
Apply, Miss N. Ansley, International Security Conference, 2639 La Cienega Boulevard, Los Angeles, California, 90034.

TORONTO: QUALITY CONTROL AND MAINTENANCE SHOW – June 23-25
Apply, Intex Trade and Consumer Show Ltd., Suite 9, Chandos House, Buckingham Gate, London, S.W.1.

MIAMI: MUSIC SHOW AND CONVENTION – June 28-July 2
Apply, F. L. Lee, Esq., 222 W. Adams Street, Chicago 60606.

BOGOTA: INTERNATIONAL TRADE FAIR – July 10-26
Apply, Corp de Ferias Y Exposiciones S.A. Carrera 40, Bogota.

SAN FRANCISCO: WESTERN PACKAGING EXHIBITION – July 21-23
Apply, Exposition Management, Clapp & Poliak, Ins., 245 Park Avenue, New York, N.Y. 10017.

WASHINGTON: NATIONAL CANDY WHOLESALES FAIR – August 1-4
Apply, C. M. McMillan, Esq., 1343 L Street, N.W. Washington, D.C. 20005.

SYDNEY: INTERNATIONAL ENGINEERING EXHIBITION – August 17-22
Apply, Thomson Exhibition Promotions Pty. Ltd., Thomson House, 47 Chippen Street, Chippendale, N.S.W. 2008.

TORONTO: CANADIAN NATIONAL CONTAINERIZATION SHOW – September 17-19
Apply, Intex Trade and Consumer Shows Ltd., Suite 9, Chandos House, Buckingham Gate, London, S.W.1.

SAN SALVADOR: FOURTH INTERNATIONAL FAIR OF EL SALVADOR – November 7-23
Apply, Managing Director, Executive International Fair Committee, Avenida Revolucion Y Doble Via a Santa Tecla, San Salvador, El Salvador, C.A.

LIMA: INTERNATIONAL TRADE FAIR FOR THE ELECTRONIC INDUSTRY (TECNOTRON '70) – November
Apply Feria Internacional del Pacifico P.O. Box 4900, Lima, Peru.

SANJUN (PUERTO RICO) – INTERNATIONAL TRADE FAIR – November
Apply, G. Lettersten Esq., Feria Internacional del Pacifico, Apartado 4900, Lima, Peru.

NEW YORK: EXPOSITION OF CHEMICAL INDUSTRIES – December 1-5
Apply, A. K. Stevens, Esq., International Exposition Co., 200 Park Avenue, Pan Am Building, New York, N.Y. 10017.

Additions – 1971

ATLANTIC CITY: KNITTING ARTS EXHIBITION – May 2-7
Apply, R. T. Kenworthy Inc., 866 United Nations Plaza, New York, NY 10017.

TORONTO: NATIONAL INDUSTRIAL PRODUCTS SHOW – May 10-14
Apply, Industrial & Trade Shows of Canada, 481 University Avenue, Toronto, 2.

MELBOURNE: INSTRUMENT, ELECTRONICS AUTOMATION, CONTROL EQUIPMENT AND COMMUNICATIONS SHOW – May 24-28
Apply, General Exhibitions, Fairs & Conventions (Vic) Pty. Ltd., 392 St. Kilda Road, Melbourne.

SYDNEY: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 28-July 2
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, A.D.C. House, 77 Pacific Highway, P.O. Box 428, North Sydney, N.S.W.

SYDNEY: INTERNATIONAL TRADE FAIR – August 13-22
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, A.D.C. House, 77 Pacific Highway, P.O. Box 428, North Sydney, N.S.W.

Additions – 1972

LIMA: INTERNATIONAL MEDICAL EXHIBITION TECNOMED – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendment – 1970

LONDON: STAMPEX 1970
Dates should be amended to read March 3-7.

Additions – 1970

LONDON: 2ND INTERNATIONAL FLOUR AND FEED MILLING EXHIBITION – April 14-17 .At Olympia.
Apply, Exhibtion Promotions (MH) Ltd., 65-6 Turnmill Street, London, E.C.1 (Tel. 253 8201/8.)

FOLKESTONE: EXPO EURO INCORPORATING EXPO FOBO – May 20-31. At Folkestone.
Apply Birlings (Kent) Ltd., 48 High Street, Ashford, Kent (Tel. Ashford 21262.)

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT, MEDICAL ENGINEERING AND SERVICES EXHIBITION – June 16-19. At Earls Court.
Apply Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. 01-734 0855).

MANCHESTER: INTERNATIONAL GROCERS EXHIBITION AND FOOD FAIR – September 1-12. At Belle Vue, Manchester.
Apply, George MacDonald, 392 Corn Exchange, Manchester 4 (Tel. Blackfriars 4969).

Addition – 1971

LONDON: 4TH FASTENING AND MECHANIZED ASSEMBLING EXHIBITION AND CONFERENCE – January 18-22. At RHS Old and New Halls.
Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, S.E.1 (Tel. 01-928 3388).

Trying out equipment on the Spearwell Tool stand at the Cologne Hardware Fair, Mrs. S. L. Edwards (right), Minister (Economic), Bonn. On the left is Mr. Boyden, the United Kingdom firm's representative. A report on the fair was published in last week's Journal.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Profit from your innovation

If you are a practical manager
with a worthwhile technical innovation
we have the money to back you.
We provide capital and advice without seeking
to control or manage your company.
Please consult Anthony Stevens at:

Technical Development Capital Limited
(an ICFC Company)
Piercy House, 6 Copthall Avenue, London E.C.2.
Tel: 01-628 0594

TDC offices: Birmingham, Brighton, Bristol, Cambridge, Cardiff, Edinburgh, Glasgow, Leeds, Leicester, Liverpool, London, Manchester, Newcastle, Nottingham, Reading, Wolverhampton, Channel Islands.

Have YOU looked for EXPORT MARKETS?

We will gladly share with you the knowledge and experience of our Managers and the close connections we have in the countries listed below. If the answers to your export questions are not on file we can quickly supply them.

INDIA · JORDAN · LEBANON · MOROCCO · SAUDI ARABIA
SOUTHERN YEMEN · SWITZERLAND · TUNISIA · ABU DHABI
BAHRAIN · DUBAI · KUWAIT · MUSCAT AND OMAN · QATAR
RAS AL KHAIMAH · SHARJAH.

THE BRITISH BANK OF THE MIDDLE EAST

Head Office 7 King William Street, London, EC4 Tel 01-626 2643 Telex 263473
Associate Banks The Bank of Iran and the Middle East: Teheran and Khorramshahr. Bank of North Africa. Libya: Tripoli, Benghazi, Mersa Brega and Ajdabieh.

A member of the Hongkong Bank Group

Your Australian market is now only 20ft. away

That's precisely the length of an ACT Container. 20 feet.

If you trade between the U.K. and Australia prove how near Australia really is and how simple the movement of goods has become. Pick up the telephone, dial our Head Office, or your nearest regional office (addresses below) and we'll tell you about ACT Container through-transport of goods to Australia. You gain a lot!

Speed
Door-to-door in very much less time than a conventional cargo service could ever offer. Save weeks!

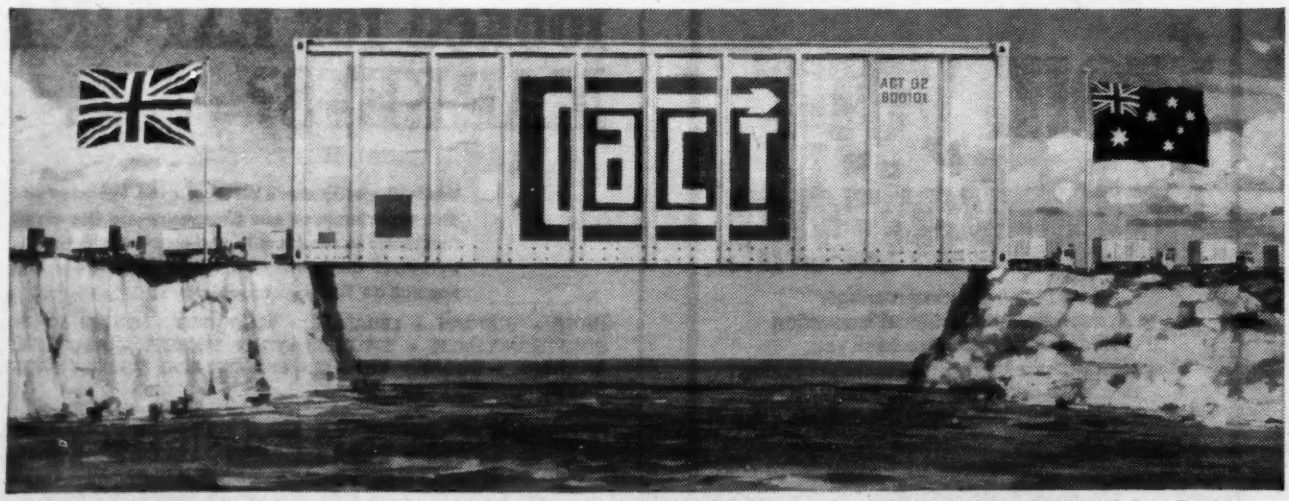
Simplicity
For a full Container load we deliver to your factory, you load and we take away and deliver to your customer in Australia. A part load we will collect from you, or you can deliver to the nearby Containerbase. As simple as that – and the paperwork is reduced practically to NIL.

Reliability
Computer control of every phase of movement. Computer tapes flown out ahead of your shipment, gives your consignee exact time of arrival. You can depend on it.

Safety and Security
Using the latest materials handling techniques, your goods still have to move twenty feet, but they are handled twice only; once into the container and once out: there is little risk of damage.
Container transport stops pilfering. ACT experts will advise on packing, security and economy.

Immediacy
Now. Right now, you can make arrangements for ACT's container service to Australia.
Take the first steps towards your first reduction in total distribution costs for years. Step towards ACT.

Associated Container Transportation Limited
14, Fenchurch Avenue, London E.C.3.
Telephone 01-481 8361.



LONDON REGION Magnet Works, London Road, West Thurrock, Essex. Tel: 0375 76721/5. **MIDLAND REGION** College Road, Perry Barr, Birmingham 22B. Tel: 021-356 7531 Telex: 338094. **N.W. REGION** Barton Dock Road, Urmston, Manchester. Tel: 061-748 9121 Telex: 668423. **LIVERPOOL** Orrell Lane, Bootle, Liverpool. Tel: 051-525 5266. Telex: 668423. **N.E. REGION** Wadefield Road, Stourton, Leeds 10. Tel: 0532 74026 Telex: 557336. **SCOTTISH REGION** Gartsherrie Road, Gartsherrie, Coatbridge, Lanarkshire. Tel: 0236 22414 Telex: 778582. **BELFAST** Lawther & Harvey Limited, Church Road, Newtownabbey, Co. Antrim. Tel: 0231 24 2511 **DUBLIN** The British & Irish Steam Packet Co. Ltd., P.O. Box 19A, 12 North Wall, Dublin 1. Tel: Dublin 41821 Telex: 5356. *Freight enquiries also to:* Cunard House, Leadenhall Street, London, E.C.3. Tel: 01-283 1270 Telex: 886109. **BRISTOL** 11 Park Street, Bristol, BS1 5NF. Tel: 0272 24713.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Rumania and Senegal

THE RUMANIAN *Official Bulletin* of July 5, 1969 published the text of a trade agreement between Rumania and Senegal which was signed in Bucharest on April 29, 1969. The agreement is valid for one year and will be renewed annually.

Exports from Rumania will include various industrial equipment, tractors and farming machines, lorries, excavators, ships, railway rolling stock, ball bearings, tyres, timber products, paper, oil and oil products, chemicals and consumer goods.

Senegal will export to Rumania live animals, fish, fruit and vegetables, peanut and palm oil, animal feedstuffs, titanium and zirconium ore, oil products, fertilizers, paint, leather, textiles, cars and iron sheets.

Any inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Italy and India

THE ITALIAN Minister of Foreign Trade has announced in a circular of July 7, 1969, that the Trade Agreement of October 6, 1959, between Italy and India has been extended for a further year until June 30, 1970.

Trade exchanges will continue to be governed by Table A Imports and Exports list for Italy and by the rules laid down for each financial year by the Ministry of Trade and Commerce in New Delhi. It should be noted that imports of all types of goods into India are governed by the annual Import Trade Control policy.

Inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467/482/ 7068 or 7069) where the Italian text may be seen (Ref. CRE 4060/G).

Italy and Denmark: correction

IN THE NOTICE on the trade agreement between Italy and Denmark published in the *Journal* of September 24, page 831, the list of goods remaining subject to import licensing should read:

	Quota
Ornamental plants	p.m.
Table, sparkling and dessert wines, vermouth, marsala and liqueurs	8 mill. Danish crowns
Other goods	7·5 mill. Danish crowns

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

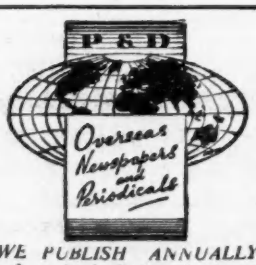
The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

His Royal Highness the Sultan of Selangor inspects radio equipment currently being manufactured for delivery to Malaysia, during his recent visit to Racal-BCC Ltd. With him are Mr. A. R. Laws, commercial director, Racal-BCC Ltd. (right), and Mr. J. Crerar, director Racal Mobical Ltd., operating the Racal Squadcal Manpack. The Sultan was accompanied on his visit by Mr. Ahmad Nordin of the Malaysian High Commission in London, and Flight Lieutenant Tengku Ramli his aide-de-camp.

Hints to businessmen visiting Chad, Gabon, the Central African Republic

A REVISED edition of the booklet on Chad, Gabon – The Central African Republic – has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.



WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5.

ICELAND

ATLANTICA & ICELAND REVIEW: is the only magazine published in Iceland in English. Quarterly. The main aim of the journal is to promote trade and mutual understanding between Iceland and other countries. It explains what the Icelanders produce, how they do it and what they export. There is information on Iceland's trade relations with other countries, as well as general news about Iceland, its cultural and social affairs.

Circulation: 12,500 copies.

Subscription rate per annum: £1 17s. 0d. or $5.25.

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterick in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

AFGHANISTAN

Bulletin 186/69

MINISTRY OF COMMUNICATIONS:
***10s. Cables and Accessories.** October 25. E.S.B. 38698/69/J.

ALGERIA

Bulletin 182/69

MINISTRY OF AGRICULTURE:
Hydro-Electric Equipment. October 27. E.S.B. 38785/69/J.

ANGOLA

Bulletin 186/69

SERVICOS DE OBRAS PUBLICAS:
Lifts. October 29. E.S.B. 39660/69/J.

ARGENTINA

Bulletin 184/69

YACIMIENTOS PETROLIFEROS FISCALES:
Seismic Survey. October 15. E.S.B. 39290/69/J.

AUSTRALIA

Bulletin 182/69

AGENT-GENERAL, QUEENSLAND GOVERNMENT OFFICES:
***3s. Seismograph.** October 9. E.S.B. 38786/69/J.
CENTRAL CONTRACT BOARD:
***23s. Airport Lighting.** (Further Information.) E.S.B. 38413/69/J.
ELECTRICITY COMMISSION OF NEW SOUTH WALES:
***91s. Reactors.** October 13. E.S.B. 38920/69/J.

Bulletin 183/69

STATE ELECTRICITY COMMISSION OF VICTORIA:
Water Treatment Plant. November 10. E.S.B. 38951/69/J.
STATE STORES BOARD:
***8s. Metallographic Photomicroscope.** October 17. E.S.B. 38999/69/J.
COMMONWEALTH DEPARTMENT OF WORKS:
Construction of a Telephone Exchange. October 14. E.S.B. 38956/69/J.
HOSPITALS AND CHARITIES COMMISSION:
Construction of Hospital Wards and Offices. October 17. E.S.B. 38957/69/J.
CSIRO:
Data Logging Equipment. October 13. E.S.B. 38954/69/J.

Bulletin 184/69

Computer. November 3. E.S.B. 38955/69/J.

Bulletin 185/69

STATE ELECTRICITY COMMISSION OF VICTORIA:
***9s. Preformed Wire Fittings.** October 13. E.S.B. 39250/69/J.
DISTRICT CONTRACT BOARD:
***11s. Thread Grinding Machine.** (Further Information.) E.S.B. 38730/69/J.
POSMASTER-GENERAL'S DEPARTMENT:
Telephone Timing Clocks. October 14. E.S.B. 39674/69/J.

Bulletin 186/69

COMMONWEALTH RAILWAYS:
Railway Brake Vans. October 14. E.S.B. 39681/69/J.
NORTHERN ELECTRICITY AUTHORITY OF QUEENSLAND:
Steel Conductor. October 29. E.S.B. 39698/69/J.

BELGIUM

Bulletin 185/69

SHAPE:
***Data Processing Equipment.** December 15. E.S.B. 39292/69/J.

BRAZIL

Bulletin 182/69

COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILEIRAS:
***129s. Steel Towers.** October 20. E.S.B. 38787/69/J.

Bulletin 187/69

CENTRAL ELECTRICA DE FURNAS SA:
Depressed-centre Flatcar. December 1969. E.S.B. 39686/69/J.

BURMA

Bulletin 182/69

MINISTRY OF DEFENCE:
***3s. Sanitaryware.** October 30. E.S.B. 38743/69/J.
PEOPLE'S OIL INDUSTRY:
***3s. Insulators.** October 31. E.S.B. 38756/69/J.
MYANMA EXPORT-IMPORT CORPORATION:
***4s. Conduit Tubing.** October 20. E.S.B. 38737/69/J.
***3s. Boiler and Meter Spare Parts.** October 31. E.S.B. 38748/69/J.
***6s. Belting.** October 18. E.S.B. 38751/69/J.
***3s. Lorries.** October 31. E.S.B. 38753/69/J.
***3s. Electric Lamps.** October 31. E.S.B. 38755/69/J.
***8s. Cables.** October 31. E.S.B. 38778/69/J.
***3s. Hand Lamps.** October 31. E.S.B. 38938/69/J.
UNION OF BURMA RAILWAY BOARD:
***Rolling Stock Accessories.** November 26. E.S.B. 38744/69/J.
PEOPLE'S OIL INDUSTRY:
***3s. Turbo Alternator, Lighting Sets and Watt-meter Spares.** October 31. E.S.B. 38746/69/J.
***4s. Electrical Accessories.** October 31. E.S.B. 38738/69/J.

Bulletin 184/69

***3s. Electrical Materials.** October 31. E.S.B. 38792/69/J.
PUBLIC WORKS CORPORATION:
***11s. Asphalt.** November 10. E.S.B. 39270/69/J.

Bulletin 185/69

***10s. Welded Mesh.** November 12. E.S.B. 39272/69/J.

Bulletin 186/69

PEOPLE'S OIL INDUSTRY:
***3s. Tug Boat Propeller.** November 15. E.S.B. 39267/69/J.

CANADA

Bulletin 182/69

BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Generator. November 25. E.S.B. 38794/69/J.

Bulletin 183/69

MANITOBA HYDRO:
***102s. Control Systems.** (Further Information.) E.S.B. 38633/69/J.

Bulletin 185/69

Switches. October 22. E.S.B. 39662/69/J.

Bulletin 186/69

Capacitor Banks. October 29. E.S.B. 39689/69/J.

CEYLON

Bulletin 184/69

MINISTRY OF LAND IRRIGATION AND POWER:
Construction of a Sugar Plantation and Factories. (Further Information.) Closing date extended to October 31. E.S.B. 32164/69/J.
EASTERN PAPER MILLS:
***5s. Bleaching Powder.** December 3. E.S.B. 39245/69/J

Bulletin 186/69

DEPARTMENT OF HEALTH:
X-ray Apparatus. November 14. E.S.B. 39249/69/J.

CHILE

Bulletin 186/69

EMPRESA NACIONAL DE ELECTRICIDAD:
***10s. Motor Graders.** October 20. E.S.B. 39680/69/J.

COSTA RICA

Bulletin 183/69

INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
***1s. (In Spanish.) Water Pumps.** October 15. E.S.B. 38789/69/J.
***5s. (In Spanish.) Consultancy Services – Tunnel Excavation Studies, etc.** October 26. E.S.B. 38788/69/J.

Bulletin 185/69

PROVEEDURIA NACIONAL:
***1s. (In Spanish.) Stencils and Ink.** October 16. E.S.B. 39273/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room* 1124, *Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Telephone:* 01-248 5757, *Extn,* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– Dr. FRY'S TRANSLATION SERVICE

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 5087 and 7163

CYPRUS

Bulletin 186/69
CYPRUS TELECOMMUNICATIONS AUTHORITY:
*2s. **Antennae.** November 14. E.S.B. 39265/69/J.

ETHIOPIA

Bulletin 184/69
CENTRAL MEDICAL STORES CORPORATION:
*10s. **Surgical, Laboratory and Hospital Equipment.** October 16. E.S.B. 38793/69/J.

FRANCE

Bulletin 184/69
MINISTERE DE L'EQUIPMENT ET DU LOGEMENT:
Construction of Motorway. December 15. E.S.B. 39291/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 184/69
DEUTSCHE BUNDESBAHN:
Paper. October 20. E.S.B. 39283/69/J.

GREECE

Bulletin 182/69
MINISTRY OF TRADE:
*7s. **Laboratory Equipment.** October 20. E.S.B. 38915/69/J.

Bulletin 185/69
*12s. **Physics Instruments and Apparatus.** (Further Information.) Closing date postponed to October 13. E.S.B. 21101/69/J.
MINISTRY OF PUBLIC EDUCATION:
*12s. **Educational Films.** October 20. E.S.B. 39296/69/J.
MINISTRY OF MERCHANT MARINES:
*Telecommunications Equipment. October 24. E.S.B. 39663/69/J.
MINISTRY OF TRADE:
*10s. **Laboratory Equipment.** October 20. E.S.B. 39298/69/J.

Bulletin 186/69
MINISTRY OF TRADE:
*8s. **Veterinary Equipment.** October 24. E.S.B. 39297/69/J.
GREEK STATE RAILWAYS:
*10s. **Steel Bars.** October 14. E.S.B. 39675/69/J.
MINISTRY OF TRADE:
*6s. and 15s. respectively. **Vehicles.** October 15. E.S.B. 39294/69/J and E.S.B. 39295/69/J.
PUBLIC POWER CORPORATION:
Electrical Materials, Control Switches. October 23. E.S.B. 39672/69/J.
Tipping Trucks. October 21. E.S.B. 39673/69/J.

Bulletin 187/69
MINISTRY OF TRADE, ATHENS:
Electrical Equipment; Testing Equipment; Laboratory Equipment. October 20. E.S.B. 38917/69/J.
THE NAVY COMMAND (NC).
Transporters. October 15. E.S.B. 39665/69/J.

HONG KONG

Bulletin 182/69
CENTRAL TENDER BOARD:
*6s. **Boots, Shoes.** October 17. E.S.B. 38795/69/J.

Bulletin 186/69
TENDER SUPPLIES COMMITTEE:
*18s. **Loading Coils.** October 21. E.S.B. 39276/69/J.

INDIA

Bulletin 182/69
MINISTRY OF RAILWAYS:
*26s. **Axle Counters.** (Further Information.) E.S.B. 37842/69/J.

Bulletin 184/69
OIL AND NATURAL GAS COMMISSION:
Digital Play Back System, Seismic System. October 22. E.S.B. 39240/69/J.
HINDUSTAN COPPER LTD.:
Spectrometer. November 6. E.S.B. 39280/69/J.
De-Duster. November 18. E.S.B. 39282/69/J.
Microscope. November 4. E.S.B. 39278/69/J.
Petrographic Specimen Cutter. November 5. E.S.B. 39279/69/J.
Raise Climbers. November 3. E.S.B. 39277/69/J.

Bulletin 185/69
PUBLIC WORKS DEPARTMENT:
*Pipes and Fittings. (Further Information.) E.S.B. 36106/69/J.
HINDUSTAN STEELWORKS CONSTRUCTION LTD.:
*Steel. (Further Information.) Closing date extended to November 25. E.S.B. 36116/69/J.

Bulletin 186/69
HEAVY ELECTRICALS (INDIA) LTD.:
Steel Plates. October 15. E.S.B. 39293/69/J.

Bulletin 187/69
BHARAT HEAVY ELECTRICALS LTD.:
Series Commutator Motor. October 30. E.S.B. 40024/69/J.
HINDUSTAN AERONAUTICS LTD.
Band Saw Metal Cutting Machine. October 22. E.S.B 40021/69/J.
EXECUTIVE ENGINEER, NORTH BREAKWATER DIVISION, TUTRICOM HARBOUR PROJECT:
Harbour Project. November 19, 24, 28, December 3. E.S.B. 39699/69/J.

IRAN

Bulletin 183/69
CUSTOMS ADMINISTRATION:
*85s. **Handling Equipment.** October 22. E.S.B. 38709/69/J.

IRAQ

Bulletin 182/69
NATIONAL ELECTRICITY ADMINISTRATION:
*10s. **Circuit Breakers.** (Further Information.) E.S.B. 38647/69/J.
COTTON SEED PRODUCTS CO.:
*3s. **Toiletries Manufacturing and Filling Equipment.** (Further Information.) E.S.B. 37393/69/J.
*3s. **Packaging Machinery.** (Further Information.) E.S.B. 37392/69/J.
*2s. **Glycerine Recovery and Purification Plant.** (Further Information.) E.S.B. 37391/69/J.

Bulletin 183/69
MINISTRY OF FINANCE:
X-ray Film Processing Equipment. October 12. E.S.B. 38990/69/J.
IRAQI PORTS ADMINISTRATION:
Section Curving Machine. October 22. E.S.B. 38991/69/J.
Transmitters and Receivers. November 5. E.S.B. 38992/69/J.
White Metal. October 15. E.S.B. 39228/69/J.
MINISTRY OF HEALTH:
Operating Theatre Lamps. October 26. E.S.B. 39229/69/J.
Water Stills. October 26. E.S.B. 39231/69/J.
ADMINISTRATION OF DISTRIBUTION OF OIL PRODUCTS:
Concrete Mixers. October 25. E.S.B. 38994/69/J.
MINISTRY OF DEFENCE:
*6s. **Dentistry Supplies and Equipment.** October 20. E.S.B. 39238/69/J.
IRAQI TOBACCO CO.:
*2s. **Fork Lift Trucks.** October 25. E.S.B. 38980/69/J.

Bulletin 184/69
MINISTRY OF OIL:
*6s. **Fire Fighting Equipment.** October 11. E.S.B. 38972/69/J.
*5s. **Concrete Mixer.** October 25. E.S.B. 38974/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*57s. **Pump House and Equipment.** November 29. E.S.B. 38982/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
X-ray and Darkroom Accessories. October 26. E.S.B. 39233/69/J.
ADMINISTRATION OF DISTRIBUTION OF OIL PRODUCTS:
*5s. **Motor Grader.** October 18. E.S.B. 38971/69/J.
*7s. **Metals.** October 21. E.S.B. 38973/69/J.

Bulletin 185/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*47s. **Water Supply Scheme.** December 2. E.S.B. 38981/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
Carbonless Copying Paper. October 26. E.S.B. 39230/69/J.

IRISH REPUBLIC

Bulletin 183/69
WATERFORD CORPORATION:
Construction of Housing for Micro-Filtration Equipment. October 17. E.S.B. 38774/69/J.
Micro-Filtration Equipment. October 17. E.S.B. 38773/69/J.

Bulletin 183/69
CORK COUNTY COUNCIL:
Water Supply Scheme. October 31. E.S.B. 38968/69/J.
Water Treatment Plant. October 31. E.S.B. 38967/69/J.

Bulletin 184/69
Pumps, Motors. October 31. E.S.B. 38966/69/J.
CORAS IOMPAIR EIREANN:
Railway Passenger Carriages. (Further Information.) E.S.B. 36120/69/J.

Bulletin 185/69
CLONES URBAN DISTRICT COUNCIL:
Sewage Works Pumping Plant. October 30. E.S.B. 39646/69/J.

ITALY

Bulletin 186/69
NORTH ATLANTIC TREATY ORGANIZATION:
*10s. **Computer.** December 15. E.S.B. 38916/69/J.

KENYA

Bulletin 183/69
KENYA TEA DEVELOPMENT AUTHORITY:
Vehicles. (Advance Information.) Closing date not known. E.S.B. 39316/69/J.

Bulletin 185/69
MINISTRY OF WORKS:
Construction of Roads. (Pre-qualification.) E.S.B. 39677/69/J.

KUWAIT

Bulletin 185/69
KUWAIT OIL COMPANY:
*7s. **Power Cable.** October 5. E.S.B. 38783/69/J.

Bulletin 186/69
*4s. **Pipes.** October 19. E.S.B. 39693/69/J.
KUWAIT NATIONAL PETROLEUM CO.:
*3s. **Monoethanolamine.** October 13. E.S.B. 39692/69/J.

LEBANON

Bulletin 184/69
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Frequency Boxes. October 22. E.S.B. 39215/69/J.

MALAYSIA

Bulletin 185/69
MUNICIPAL WATER ENGINEER:
*5s. **Cold Water Meters.** October 20. E.S.B. 39288/69/J.
*5s. **Chemicals.** October 13. E.S.B. 39287/69/J.

MALTA

Bulletin 185/69
TREASURY:
Pills and Tablets. October 16. E.S.B. 39300/69/J.

Bulletin 187/69
THE ACCOUNTANT GENERAL, DIRECTOR OF CONTRACTS (TREASURY):
Milk Powder. E.S.B. 40012/69/J.
Counterpanes. October 23. E.S.B. 40009/69/J.

MEXICO

Bulletin 182/69
COMISION FEDERAL DE ELECTRICIDAD:
*90s. (In Spanish.) **Sub-Station Equipment.** (Further Information) Closing date postponed to October 23. E.S.B. 37583/69/J.

Bulletin 184/69
*114s. (In Spanish.) **Transformers.** October 22. E.S.B. 39201/69/J.

Bulletin 185/69
*147s. (In Spanish.) **Transformers.** October 14. E.S.B. 38989/69/J.

Bulletin 186/69
*39s. (In Spanish.) **Circuit Breakers.** October 20. E.S.B. 39202/69/J.

MOZAMBIQUE

Bulletin 182/69
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Loudspeaker System. October 15. E.S.B. 38912/69/J.
Crane Brakes. October 15. E.S.B. 38914/69/J.

NETHERLANDS

Bulletin 186/69
DIRECTOR OF WATERWAYS:
Construction of Bridge and Viaduct. October 21. E.S.B. 40001/69/J.
SHAPE TECHNICAL CENTRE:
Consultant Engineer Services. October 15. E.S.B. 39695/69/J.
Construction of Road. October 22. E.S.B. 40002/69/J.

NEW ZEALAND

Bulletin 182/69
POST OFFICE HEADQUARTERS:
*3s. **Bituminous Tape.** October 20. E.S.B. 38975/69/J.

Bulletin 183/69
NEW ZEALAND FOREST SERVICE:
*3s. **Weed Killer.** October 23. E.S.B. 38977/69/J.
AUCKLAND HOSPITAL BOARD:
*3s. **Closed Circuit Television System.** October 13. E.S.B. 38988/69/J.

Bulletin 184/69
DEPARTMENT OF EDUCATION:
*2s. **Oscillators.** October 13. E.S.B. 39610/69/J.
*2s. **Noise Meters.** October 13. E.S.B. 39611/69/J.

Bulletin 185/69
*5s. **Measuring and Testing Instruments.** October 13. E.S.B. 39600/69/J.
POST OFFICE HEADQUARTERS:
*4s. **Drafting Stand and Machines.** October 14. E.S.B. 38978/69/J.

Bulletin 186/69
NEW ZEALAND FOREST SERVICE:
*5s. **Electric Power Supply.** October 22. E.S.B. 39676/69/J.

Bulletin 187/69
Electron Microscope. October 29. E.S.B. 40006/69/J.
Laboratory Apparatus. October 14. E.S.B. 40003/69/J.

SAUDI ARABIA

Bulletin 182/69
UNIVERSITY OF RIYADH:
Workshop Equipment, Carpentry Materials, Welding Material, Paper. November 1. E.S.B.39196/69/J.

Bulletin 184/69
UNDER-SECRETARIAT FOR TELECOMMUNICATIONS:
Construction of Telecommunications Stations. October 26. E.S.B. 38929/69/J.

SOUTH AFRICA

Bulletin 183/69
NATAL PROVINCIAL ADMINISTRATION:
*7s. **Lathes.** October 15. E.S.B. 38935/69/J.
CAPE PROVINCIAL TENDER BOARD:
*3s. **Pen-Nibs.** October 14. E.S.B. 39195/69/J.

Bulletin 186/69
SOUTH AFRICAN RAILWAYS:
*133s. **Hopper Dredger.** January 16, 1970. E.S.B. 39150/69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

SUDAN

Bulletin 184/69
CENTRAL ELECTRICITY AND WATER CORPORATION:
Cables; Lighting Equipment. Closing datenot stated. E.S.B. 39219/69/J.

Bulletin 186/69
MINISTRY OF WORKS:
*6s. **Steel Angles.** October 18. E.S.B. 39223/69/J.
*6s. **Iron Sheets.** October 18. E.S.B. 39224/69/J.
DEPARTMENT OF POSTS AND TELEGRAPHS:
*9s. **Telephone Line Materials.** November 6. E.S.B. 39257/69/J.

TAIWAN

Bulletin 182/69
CENTRAL TRUST OF CHINA:
*4s. **Titanium.** November 10. E.S.B. 38776/69/J.
*4s. **Steel Stud Bolts.** November 11. E.S.B. 38924/69/J.
*2s. **Plug Valve.** October 16. E.S.B. 38927/69/J.
*4s. **Vehicle.** November 10. E.S.B. 38928/69/J.
*4s. **Steel Sheets.** October 27. E.S.B. 38932/69/J.

Bulletin 183/69
*2s. **Tobacco Carding Belt.** October 20. E.S.B. 38930/69/J.
*4s. **Centrifugal Pumps; Steam Turbines.** October 14. E.S.B. 38933/69/J.
*4s. **Woollen Felt.** November 7. E.S.B. 38937/69/J.
*4s. **Tank Seal, Drain Pipe Assembly.** November 11. E.S.B. 38931/69/J.

Bulletin 184/69
*5s. **Calculagraph Equipment.** October 18. E.S.B. 38922/69/J.
*4s. **Fish Meal.** October 13. E.S.B. 38923/69/J.
*8s. **Timber Impregnation Plant; Timber Preservatives.** December 9. E.S.B. 38925/69/J.
*3s. **Cigarette Filter Tips.** November 5. E.S.B. 38938/69/J.
*6s. **Steel, Aluminium, Brass, Copper and Nickel Wire, Rods, Plates, etc.** November 7. E.S.B. 38939/69/J.
*5s. **Diesel Engines.** October 16. E.S.B. 38942/69/J.
*1s. **Boiler Tubes.** October 16. E.S.B. 38945/69/J.
*9s. **Telephone Sets.** November 5. E.S.B. 38947/69/J.
*10s. **Mill, Furnace and Combustion Control Equipment, Spare Parts.** October 16. E.S.B. 39208/69/J.
*10s. **Diesel Generator Sets.** November 11. E.S.B. 39209/69/J.
*3s. **Chip Spreader.** October 20. E.S.B. 39342/69/J.

Bulletin 185/69
*51s. **Automatic Exchange Equipment.** November 3. E.S.B. 39203/69/J.
*3s. **Phosphorous Bronze Wire Cloth.** November 6. E.S.B. 39205/69/J.

Bulletin 186/69
*3s. **Dies; Flanges; Plugs.** November 11. E.S.B. 38926/69/J.
*3s. **Temperature and Pressure Recorders.** November 9. E.S.B. 38940/69/J.
*2s. **Manuscript Copying Transmitter and Receivers.** October 16. E.S.B. 38943/69/J.
*6s. **Motor Control Unit.** November 4. E.S.B. 38946/69/J.
*20s. **Heat Exchangers.** November 10. E.S.B. 39207/69/J.

THAILAND

Bulletin 184/69
STATE RAILWAY OF THAILAND:
Switches. October 15. E.S.B. 39260/69/J.
Cables. October 16. E.S.B. 39622/69/J.
Plastic Laminate. October 20. E.S.B. 39655/69/J.
Railway Wheel Tyres. October 27. E.S.B. 39624/69/J.
MINERAL RESOURCES DEPARTMENT:
Drilling Truck and Drilling Equipment. October 17. E.S.B. 39650/69/J.
PROVINCIAL ELECTRICITY AUTHORITY:
Insulator. October 13. E.S.B. 39619/69/J.
MINISTRY OF EDUCATION:
***Electrical and Sheet Metal Equipment.** (Further Information.) E.S.B. 38245/69/J.

Bulletin 185/69
METROPOLITAN ELECTRICITY AUTHORITY:
*17s. **Cable Spacers.** November 7. E.S.B. 39221/69/J.
STATE RAILWAY OF THAILAND:
Rubber Strip. October 20. E.S.B. 39654/69/J.
Synthetic Resin Sheet. October 17. E.S.B. 39657/69/J.
ELECTRICITY GENERATING AUTHORITY:
*8s. **Communications Equipment.** October 15. E.S.B. 39648/69/J.

Bulletin 186/69
METROPOLITAN ELECTRICITY AUTHORITY:
*3s. **Cable Spacers.** November 7. E.S.B. 39649/69/J.
FOREST INDUSTRY ORGANIZATION:
*2s. **Saw Mill and Log Handling Equipment.** November 7. E.S.B. 39625/69/J.

TURKEY

Bulletin 184/69
DSI GENEL MUDURLUGU:
*49s. **Pumping Station Equipment.** November 3. E.S.B. 38624/69/J.

Bulletin 185/69
PETROL OFFICE:
*6s. **Lubricating Equipment.** November 7. E.S.B. 39637/69/J.
*5s. **Fuel Dispensing Nozzles.** November 4. E.S.B. 39628/69/J.
*7s. **Generator Set.** November 6. E.S.B. 39631/69/J.
*6s. **Fuel Bulk Meters.** November 10. E.S.B. 39630/69/J.
MINISTRY OF PUBLIC WORKS:
*80s. **Harbour Construction Equipment.** (Further Information.) Closing date postponed to October 20 E.S.B. 29600/69/J.
GROUND FORCES COMMAND:
*9s. **Aromatic Oil.** October 24. E.S.B. 39214/69/J.
*9s. **Zinc Oxide.** October 24. E.S.B. 39213/69/J.
STATE RAILWAYS ADMINISTRATION:
*14s. **Electric Motors.** October 15. E.S.B. 39627/69/J.
POST, TELEGRAPH, TELEPHONE ADMINISTRATION:
*14s. **Plastic Injection Moulding Machines.** November 13. E.S.B. 39639/69/J.
STATE HYDRAULIC WORKS:
*7s. **Lightning Arresters, Switches, Relays.** October 20. E.S.B. 39641/69/J.
DENIZEILIK BANKASI TAO:
*60s. **Dredging and Excavation Works.** October 20. E.S.B. 39212/69/J.

Bulletin 186/69
NAVAL FORCES COMMAND:
*12s. **Lathes.** November 4. E.S.B. 39633/69/J.
*11s. **Pantographic Copy Milling Machine.** November 4. E.S.B. 39634/69/J.
TURKISH AIR FORCE COMMAND:
*6s. **Trucks.** October 15. E.S.B. 39640/69/J.

Bulletin 186/69
PETROL OFFICE:
*5s. **Lubrication Pump.** November 7. E.S.B. 39638/69/J.
PTT ADMINISTRATION:
*16s. **Lathes.** November 13. E.S.B. 39635/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 183/69
PURCHASES AND STORES, EGYPTIAN RAILWAYS:
Ferro Molybdenum. October 29. E.S.B. 38796/69/J.

URUGUAY

Bulletin 184/69
OSE STATE WATERWORKS:
*28s. (In Spanish.) **Transport and Cargo Equipment.** (Further Information.) E.S.B. 38476/69/J.
*12s. (In Spanish.) **Bauxite** (Further Information.) E.S.B. 38477/69/J.
ANCAP:
*7s. (In Spanish.) **Hoses.** October 15. E.S.B. 37837/69/J.
*10s. (In Spanish.) **Petrol Pumps.** October 24. E.S.B. 39258/69/J.

Bulletin 185/69
SERVICIO OFICIAL DE DIFUSION RADIO ELECTRICA:
*4s. (In Spanish.) **Office Equipment.** 1st call, October 17; 2nd call, October 22. E.S.B. 39220/69/J.
ANCAP:
*7s. (In Spanish.) **Rust Preventers.** October 21. E.S.B. 39259/69/J.

Far away places are big markets. Remember them!

Your overseas clients will appreciate 'Slaintheva' the Premium Scotch Whisky, made "personally" – for them. Orders taken in the UK for delivery in many parts of the world.

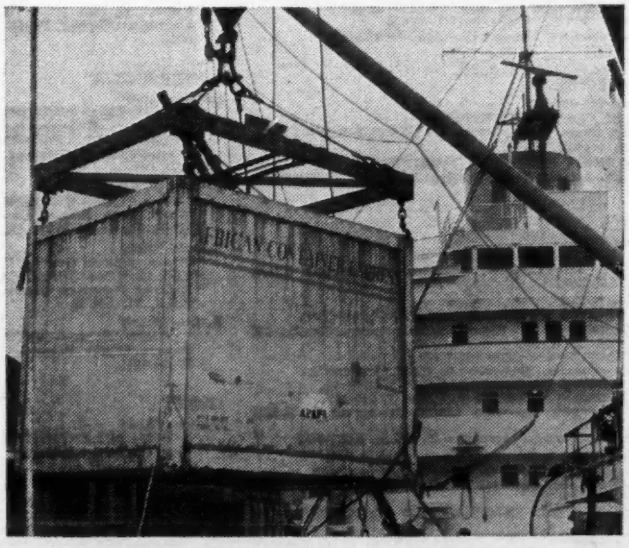
Gifts sent to overseas clients are eligible for deduction as a business expense.

ANY NAME HAND INSCRIBED HERE

SWIGS

Contact us for details immediately

SWIGS, 17 Stratton Street, London W.1



The first containerized shipment of Glaxo-Allenbury milk powder is being carried by the Elder Dempster cargo liner 'Fourah Bay' to West Africa. The photograph shows one of the two containers of African Container Express being loaded. The containers were packed at the Glaxo Laboratories Ltd. factory at Kendal, Westmorland, and will be delivered to Glaxo-Allenbury (Nigeria) Ltd. at Apapa, Nigeria.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies, see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H109, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ANGOLA

Bulletin 184/69
Agency inquiry for hotel kitchen catering equipment. E.S.B. 39004/68/J.

ARGENTINA

Bulletin 185/69
Manufacture under licence – alternators. E.S.B. 39386/69/J.

AUSTRALIA

Bulletin 182/69
Agency inquiry for transmission equipment. E.S.B. 37670/69/J.

Bulletin 183/69
Agency inquiry for crochet hooks; knitting pins. E.S.B. 39025/69/J.

Bulletin 184/69
Inquiry for drill manufacturing equipment. E.S.B. 39489/69/J.
Inquiry for offset printing supplies. E.S.B. 39180/69/J.

Bulletin 185/69
Agency inquiry for gas-fired hot water boilers; gas fires; warm air heaters. E.S.B. 39381/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 184/69
*4s. Inquiry for converters. E.S.B. M/46/69/J.

Bulletin 186/69
Inquiry for plastic trays. E.S.B. M/47/69/J.
43s. Agency inquiry for ring main units. E.S.B. A/67/69/J.

AUSTRIA

Bulletin 184/69
Agency inquiry for stainless steel beer barrels. E.S.B. 28665/69/J.

Bulletin 185/69
Inquiry for electronic equipment and components. E.S.B. 38535/69/J.
Agency inquiry for textile fabrics. E.S.B. 21214/69/J.

Bulletin 186/69
*Agency inquiry for vinyl-pack tapes. E.S.B. 39441/69/J.

BARBADOS

Bulletin 182/69
Inquiry for giftware; jewellery; women's clothing. E.S.B. 39312/69/J.

Bulletin 183/69
Agency inquiry for ceramic tiles; mosaics. E.S.B. 39165/69/J.

Bulletin 185/69
Agency inquiry for carpets; floor coverings; furniture; plastic laminates; sanitaryware; tiles; wallpaper. E.S.B. 39113/69/J.
Inquiry for polythene bags. E.S.B. 39497/69/J.

BELGIUM

Bulletin 183/69
Inquiry for lifting and handling platform. E.S.B. 39160/69/J.

BERLIN

Bulletin 182/69
Inquiry for filling station equipment; garage tools and equipment; motor car accessories. E.S.B. 39076/69/J.

CANADA

Bulletin 182/69
Inquiry for potato processing equipment. E.S.B. 37942/69/J.

Bulletin 183/69
Inquiry for angle rolls; cranes; hydraulic punch; iron worker; plate rolls. E.S.B. 39130/69/J.
Inquiry for sports equipment; sports shoes. E.S.B. 39058/69/J.
Inquiry for water pollution control plant. E.S.B. 39341/69/J.

Bulletin 184/69
Inquiry for fire and burglar alarm systems. E.S.B. 39184/69/J.
Inquiry for aluminium, brass and bronze alloys. E.S.B. 39355/69/J.

Bulletin 185/69
Inquiry for steel rod. E.S.B. 37747/69/J.

Bulletin 186/69
Inquiry for heavy duty strapping products; shrink wrapping equipment. E.S.B. 39501/69/J.
Is. Inquiry for wire. E.S.B. 39549/69/J.

CANARY ISLANDS

Bulletin 182/69
Agency inquiry for salt; tinned foodstuffs. E.S.B. 38070/69/J.

Bulletin 183/69
Inquiry for blankets; flash bulbs; recording tapes; smoker's requisites. E.S.B. 38295/69/J.

COLOMBIA

Bulletin 182/69
Inquiry for steel boiler tubes. E.S.B. 35775/69/J.

DENMARK

Bulletin 182/69
Inquiry for grocery items. E.S.B. 37797/69/J.
*Inquiry for teats. E.S.B. 39099/69/J.

Bulletin 186/69
Agency inquiry for artificial leather; upholstery fabrics. E.S.B. 14622/69/J.

DOMINICAN REPUBLIC

Bulletin 183/69
Agents' commissions. E.S.B. 1209/G/J.

DUBAI

Bulletin 182/69
Inquiry for roller bearings. E.S.B. 38564/69/J.

Bulletin 184/69
Inquiry for paper bags and rolls; potato crisp drying and frying machines. E.S.B. 39487/69/J.

EL SALVADOR

Bulletin 182/69
Agency inquiry for electrical materials; pressure terminals; video tape. E.S.B. 34403/69/J.

FINLAND

Bulletin 183/69
Agency inquiry for Raschel lace; acrylic sheet. E.S.B. 964/69/J.
*Inquiry for cotton cambric. E.S.B. 27645/69/J.

Bulletin 185/69
Agency inquiry for leather. E.S.B. 13696/69/J.
*Inquiry for brass wire. E.S.B. 37976/69/J.

FRANCE

Bulletin 183/69
Agency inquiry for garden furniture. E.S.B. 38559/69/J.
*Inquiry for PVC film. E.S.B. 39173/69/J.
Inquiry for cement clinker. E.S.B. 39475/69/J.

Bulletin 185/69
Agency inquiry for packaging and wrapping materials. E.S.B. 39463/69/J.
Inquiry for boilers; radiators. E.S.B. 33174/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 182/69
Inquiry for abrasive papers; building materials; cellulose acetate sheets; chemicals; cleaning materials; colloidal graphite; plastic raw materials; plating anodes; printing materials; sealing compounds; sulphite pulp. E.S.B. 36457/69/J.
Inquiry for asbestos fabric. E.S.B. 39060/69/J.
Inquiry for hardware for house decoration; venetian blinds. E.S.B. 37933/69/J.
Agency inquiry for motor sport and rally accessories. E.S.B. 38868/69/J.
Inquiry for advertising gifts. E.S.B. 9493/69/J.

Bulletin 183/69
Inquiry for brass tubes; steel beams, flanges and wire; sheet steel. E.S.B. 36990/69/J.
Agency inquiry for catering equipment. E.S.B. 39317/69/J.
Agency inquiry for knitwear; shirts. E.S.B. 39119/69/J.
Agency inquiry for industrial aerosols. E.S.B. 39402/69/J.
Inquiry for lace and tulle. E.S.B. 39401/69/J.
Inquiry for drawing office equipment; office requisites. E.S.B. 39164/69/J.
Agency inquiry for fabrics; yarns. E.S.B. 39169/69/J.

Bulletin 184/69
Inquiry for wire. E.S.B. 39374/69/J.
Inquiry for handkerchiefs; men's socks; pullovers; underwear. E.S.B. 39176/69/J.
Inquiry for pewterware. E.S.B. 38246/69/J.
Inquiry for do-it-yourself items. E.S.B. 37026/69/J.

Bulletin 185/69
Inquiry for stainless steel catering products. E.S.B. 37914/69/J.
Agency inquiry for upholstery leather. E.S.B. 35858/69/J.
Inquiry for steel sheets. E.S.B. 36975/69/J.
Agency inquiry for chamois leather; cleaning agents and fluids; polishing and cleaning cloths. E.S.B. 38874/69/J.
Agency inquiry for shoes; women's outerwear. E.S.B. 39186/69/J.
Inquiry for laboratory equipment. E.S.B. 39555/69/J.

Bulletin 186/69
Agency inquiry for wool, cotton and synthetic fabrics. E.S.B. 39332/69/J.
Agency inquiry for hand-knitting wool. E.S.B. 39371/69/J.
Inquiry for yarns. E.S.B. 39750/69/J.
Inquiry for job lots of worsted fabrics. E.S.B. 39710/69/J.
Inquiry for stocks and dies. E.S.B. 6516/69/J.
Inquiry for steel bars. E.S.B. 37937/69/J.

GREECE

Bulletin 186/69
Agency inquiry for block bottom bags. E.S.B. 41030/68/J.

HONG KONG

Bulletin 183/69
Inquiry for woodworking machinery. E.S.B. 39179/69/J.
*Inquiry for khaki serge cloth. E.S.B. 39128/69/J.

HUNGARY

Bulletin 185/69
4s. Inquiry for automatic nickel-chrome plating line. E.S.B. 39187/69/6.

ICELAND

Bulletin 183/69
Inquiry for biscuits. E.S.B. 39178/69/J.

Bulletin 184/69
Inquiry for otter boards; trawl bobbins and doors. E.S.B. 39177/69/J.

Bulletin 186/69
Inquiry for printing machine. E.S.B. 39510/69/J.

INDIA

Bulletin 182/69
Inquiry for tyre manufacturing plant. E.S.B. 39147/69/J.

Bulletin 184/69
*Inquiry for motor overload protectors – further information. E.S.B. 36336/69/J.

IRAN

Bulletin 183/69
Inquiry for food processing and food processing machinery. E.S.B. 39113/69/J.

Bulletin 185/69
Agency inquiry for knitted outerwear; piece-goods. E.S.B. 11823/68/J.

IRISH REPUBLIC

Bulletin 183/69
Agency inquiry for men's casual wear. E.S.B. 18776/69/J.

Bulletin 184/69
Agency inquiry for furnishing fabrics; synthetic fabrics; woollen and worsted piece-goods. E.S.B. 39174/69/J.

(Continued on next page)

Bulletin 185/69
Inquiry for marble chippings. E.S.B. 31361/69/J.
Agency inquiry for knitted outerwear piece goods. E.S.B. 11823/68/J.

ISRAEL
Bulletin 182/69
Agency inquiry for bicycle tyres and tubes; bicycle tube repair kits; footballs and bladders; inflators for tyres and footballs. E.S.B. 39075/69/J.
Bulletin 183/69
Inquiry for accelerators; antioxidants; antiozonants; inhibitors; plasticizers. E.S.B. 39030/69/J.
Bulletin 184/69
Agency inquiry for radial and column drills. E.S.B. 12330/69/J.
Bulletin 185/69
Agency inquiry for electric timers; lamps. E.S.B. 39462/69/J.

ITALY
Bulletin 183/69
Agency inquiry for diesel electric generating sets; incandescent and fluoroscent lamps. E.S.B. 39084/69/J.
Bulletin 184/69
Inquiry for textile machinery. E.S.B. 39419/69/J.
Bulletin 185/69
Inquiry for printing inks; printing machinery. E.S.B. 39506/69/J.
Inquiry for electronic indicators. E.S.B. 39574/69/J.
Bulletin 186/69
Inquiry for stainless steel sheet plate. E.S.B. 39796/69/J.
Inquiry for caps for electric lamps. E.S.B. 39496/69/J.

ITALY/DENMARK
Bulletin 184/69
Trade and financial arrangements. E.S.B. 1209/G/J.

JAPAN
Bulletin 184/69
Inquiry for women's underwear. E.S.B. 33088/69/J.
Agency inquiry for knitwear. E.S.B. 38891/69/J.
Agency inquiry for paper converting machinery; wood working machinery. E.S.B. 35579/69/J.

JORDAN
Bulletin 182/69
Agency inquiry for cosmetics; dental instruments; pharmaceutical products; smoker's requisites. E.S.B. 39277/69/J.

KENYA
Bulletin 182/69
Inquiry for yarns. E.S.B. 39175/69/J.

KUWAIT
Bulletin 182/69
Agency inquiry for cables; electrical fittings; telephone receivers. E.S.B. 24560/69/J.
Bulletin 183/69
Inquiry for solder bars. E.S.B. 38895/69/J.
Inquiry for cots; children's clothing; toys. E.S.B. 39323/69/J.
Bulletin 184/69
Agency inquiry for chandeliers; lighting fittings and accessories. E.S.B. 39077/69/J.
Agency inquiry for domestic electrical appliances; electric heaters. E.S.B. 37230/69/J.
Bulletin 185/69
Agency inquiry for toy cars. E.S.B. 37010/69/J.

LIBYA
Bulletin 182/69
10s. Manufacture under licence – reinforced concrete structures. E.S.B. 37690/69/J.
Bulletin 186/69
Agency inquiry for men's and women's outerwear and underwear. E.S.B. 30511/69/J.

MALAWI
Bulletin 183/69
Inquiry for protective clothing. E.S.B. 39364/69/J.
Bulletin 184/69
Agency inquiry for foodstuffs; kitchen cleaning aids. E.S.B. 39375/69/J.
Bulletin 186/69
Inquiry for cold-rolled mild steel. E.S.B. 39846/69/J.

MALAYSIA
Bulletin 185/69
Agency inquiry for electric water heater units. E.S.B. 3596/69/J.
Advance information on imposition of new import duties. E.S.B. 1209/G/J.

MALTA
Bulletin 184/69
Agency inquiry for cosmetics; diabetic products; pharmaceuticals; surgical equipment. E.S.B. 39139/69/J.

MAURITIUS
Bulletin 182/69
Inquiry for paint brushes. E.S.B. 18018/69/J.

MEXICO
Bulletin 183/69
Agency inquiry for audio-visual equipment; simultaneous translators. E.S.B. 39363/69/J.

NETHERLANDS ANTILLES
Bulletin 184/69
Inquiry for alcoholic beverages; canned and frozen foodstuffs; confectionery; dairy produce; detergents; fruit juices; kitchenware; toys. E.S.B. 38201/69/J.

NEW ZEALAND
Bulletin 182/69
Agency inquiry for electronic components. E.S.B. 26611/69/J.

NIGERIA
Bulletin 183/69
Inquiry for fish canning and fish meal processing plant. E.S.B. 39373/69/J.
Inquiry for steam boiler pressing machines. E.S.B. 39368/69/J.
Inquiry for motor accessories. E.S.B. 34978/69/J.

NORWAY
Bulletin 183/69
Inquiry for pre-recorded tapes. E.S.B. 37249/69/J.
*Inquiry for pumps; turned parts. E.S.B. 36718/69/J.
Bulletin 186/69
Agency inquiry for cotton poplin and sheeting. E.S.B. 39505/69/J.
Inquiry for parasols; umbrellas. E.S.B. 39467/69/J.
Agency inquiry for electro-encephalographs. E.S.B. 39427/69/J.
Agency inquiry for playground equipment and toys. E.S.B. 21885/69/J.

PORTUGAL
Bulletin 182/69
Agency inquiry for construction equipment. E.S.B. 14890/69/J.
Bulletin 185/69
Agency inquiry for freezing and preserving equipment. E.S.B. 39117/69/J.

QATAR
Bulletin 182/69
Agency inquiry for carpets; furniture. E.S.B. 38233/69/J.
Bulletin 185/69
Agency inquiry for china; cutlery; glassware; hardware; tableware. E.S.B. 39026/69/J.

RUMANIA
Bulletin 183/69
3s. each item. Inquiry for metal working machinery. E.S.B. 38861/69/J.

ST. LUCIA
Bulletin 186/69
Inquiry for office machines; sports goods; stationery items. E.S.B. 35574/69/J.

SAUDI ARABIA
Bulletin 184/69
Agency inquiry for telex systems. E.S.B. 37283/69/J.

SOUTH AFRICA
Bulletin 182/69
Agency inquiry for foodstuffs. E.S.B. 38054/69/J.
Agency inquiry for camping equipment; sports clothing; sports equipment. E.S.B. 39081/69/J.
Bulletin 183/69
Agency inquiry for alternators. E.S.B. 37609/69/J.
Bulletin 185/69
Inquiry for steel piping. E.S.B. 39095/69/J.
Inquiry for flexible tubing. E.S.B. 39418/69/J.
Bulletin 186/69
Inquiry for outdoor living and camping equipment. E.S.B. 39107/69/J.

SPAIN
Bulletin 186/69
Agency inquiry for medical equipment. E.S.B. 39001/69/J.

SUDAN
Bulletin 184/69
Proposals to handle importation of certain goods. CRE 21908/G/J.
Bulletin 185/69
List of essential products. E.S.B. 1209/G/J.

SWEDEN
Bulletin 186/69
Agency inquiry for games; sports and hobby articles; toys. E.S.B. 36960/69/J.

SWITZERLAND
Bulletin 182/69
Inquiry for automobile servicing and testing equipment; gas analyzers; steel shelving. E.S.B. 38037/69/J.
Manufacture under licence – pharmaceutical products. E.S.B. 23263/69/J.
Agency inquiry for furniture. E.S.B. 38130/69/J.
Inquiry for football jerseys. E.S.B. 27323/69/J.
Bulletin 183/69
Agency inquiry for woollen and worsted piece-goods; shirt fabrics. E.S.B. 39194/69/J.
Agency inquiry for electrical installation material. E.S.B. 38561/69/J.
Bulletin 185/69
Inquiry for aluminium tubing; chrome-nickel steel strip. E.S.B. 39134/69/J.
Agency inquiry for aerosol-packed lacquers and paints. E.S.B. 37221/69/J.
Bulletin 186/69
Agency inquiry for automatic copying/contouring lathes; drilling machines; pneumatic tools; thread cutting machinery and apparatus. E.S.B. 39452/69/J.
Agency inquiry for micro-wave components. E.S.B. 39426/69/J.

TRINIDAD/TOBAGO
Bulletin 183/69
Inquiry for canned new potatoes. E.S.B. 39088/69/J.
Bulletin 184/69
Agency inquiry for air compressors; pneumatic tools. E.S.B. 37423/69/J.

TURKEY
Bulletin 182/69
Agency inquiry for electro-medical appliances; paraffin waxes; surgical, medical and scientific instruments; X-ray accessories. E.S.B. 39093/69/J.

UGANDA
Bulletin 185/69
Inquiry for Crown cork manufacturing machinery. E.S.B. 39339/69/J.

UNITED STATES OF AMERICA
Bulletin 182/69
Inquiry for tortoiseshell hair slides. E.S.B. 39152/69/J.
1s. Inquiry for thumbwheel switches. E.S.B. 38866/69/J.
Inquiry for chemicals. E.S.B. 39199/69/J.
Agency inquiry for soap. E.S.B. 38841/69/J.
Bulletin 183/69
Inquiry for bearings; castings; cylinder heads; engine valves; spark plugs. E.S.B. 19688/69/J.
Bulletin 184/69
Inquiry for worsted and synthetic fabrics. E.S.B. 39148/69/J.
Inquiry for silverware. E.S.B. 38285/69/J.
Inquiry for leather desk accessories. E.S.B. 38804/69/J.
Bulletin 185/69
Inquiry for aircraft electronic devices; audio warning devices; vertical scale indicators. E.S.B. 39097/69/J.
Bulletin 186/69
Inquiry for analysers. E.S.B. 39593/69/J.
2s. Inquiry for reticle or graticule holders. E.S.B. 20238/69/J.
Inquiry for capacitors; circuit breakers; reactors; switchgear; transformers. E.S.B. 39790/69/J.
Rotary cut-off machines. E.S.B. 860/69/J.

VARIOUS
Bulletin 185/69
United Nations Development Programme (Special Fund). E.S.B. 39450/69/J.

WINDWARD ISLANDS
Bulletin 184/69
Inquiry for bottle coolers. E.S.B. 34658/69/J.

ZAMBIA
Bulletin 185/69
Inquiry for fabricating machinery; machine screw nuts; steel wire; strip and coil. E.S.B. 43130/68/J.
Inquiry for heat detector pads. E.S.B. 39340/69/J.

ARABIC PROFESSIONAL TRANSLATIONS
Arab countries spend £1,000 million annually on imports.
To get your share, you need to have your technical and sales promotion literature **PROFESSIONALLY TRANSLATED.**
The full-time APT panel offers you just this, because they are all **university** qualified, experienced professional translators.
J. KINANY (M.A.) Ex. Head Dept. of English & Translation, Teachers College, Cairo.
Write to: **A.P.T., 4 Bredune, Kenley, Surrey. Tel. 01-660 6452**

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telephone Numbers
LONDON: Head Office	St. Mary Axe House, St. Mary Axe, London, E.C.3.	01-283 8030
London Airport	101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	(Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR.	0703-23731

In association with offices in Johannesburg, Montreal, New York, Paris and Toronto.

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

"A MEMBER OF THE MANIFORD TRANSPORT SERVICES GROUP OF COMPANIES"

"For Services to Exporters"

. . . . isn't quite the citation that marks the award of the accolade for export achievement. We're often the 'unsung heroes' of part of this achievement but we don't mind a bit. We're content to make a vital contribution, bask in a little reflected glory and leave it at that. The contribution we make is to ensure, through first-class packing and post-production service, that our customers get their products to their markets anywhere in the world on time and in prime condition. There's a lot of responsibility and satisfaction in doing just this.

Beck & Pollitzer Export Services

Packers of Heavy Machinery and Capital Plant, Transport, Storage, Shipping Documentation, Worldwide Forwarding.

North West. Head Office Trafford Park Road, Trafford Park, Manchester 17. 061-872 2091.

North East. Cowpen Lane Industrial Estate, Billingham, Teesside 0642 57451

I'd like some export service. Please send someone to see me/full details.

NAME .....

COMPANY .....

.....

ADDRESS .....

.....

.....

BOTJ.1.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in this week's issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 660 of September 3 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Six-thousand mile promotional tour

Mr. R. C. Saunders

Captain D. B. Wyburd

MR. R. C. SAUNDERS of the Overseas Division, Industrial and Trade Fairs Holdings Ltd., with Captain D. B. Wyburd, who is retiring shortly from his position as overseas director and will be succeeded by Mr. Saunders, left London on September 22 for a six-week, six-thousand mile sales and promotional tour of Europe. Starting at The Hague they are proceeding via Cologne, Bonn, Brussels, Warsaw, Prague, Bratislava, Vienna, Budapest, Bucharest, Belgrade, Rome, Milan, Zurich, Leipzig (attending the Union des Foires Internationales Congress) and East Berlin, arriving back in the United Kingdom on November 2. Fairs and exhibitions represented will include Carpex 70 – the International Carpet, Linoleum and Floor Coverings Fair; Imbex 70 – the International Men's and Boys' Wear Exhibition; Pakex 70 – the International Packaging Exhibition; Ipex 71 – the International Printing Machinery and Allied Trades Exhibition, and Australian exhibitions organized by Industrial and Trade Fairs Pty. Ltd. (Australia), an associated company of Industrial and Trade Fairs Holdings Ltd. In addition to meeting potential exhibitors Mr. Saunders and Captain Wyburd will also be meeting representatives of various trade associations, organizations and government departments in order that full information about the exhibitions may be passed on to intending buyers and visitors.

Sales promotion trip to South Africa

MR. ROGER HILL, export sales manager of Arkon Instruments Ltd., a subsidiary of the Walker Crosweller Group of Cheltenham, left for South Africa recently on a comprehensive four-week sales promotion drive. Arkon Instruments, manufacturers of industrial instruments and meters, export more than one-third of total production to overseas markets in about 60 countries and Mr. Hill has travelled abroad extensively to develop the company's business.

Mr. Hill, who during his visit to South Africa will visit Johannesburg, Cape Town and Durban, is taking part in a seventeen-man trade mission organized by the North Staffordshire Chamber of Commerce.

West African tour

MR. JEREMY MITCHELL, assistant area sales manager in Crossley Carpets' Export Division, has started an extensive tour of West Africa. In addition to visiting Crossleys' agents in Accra, Tenerife and Casablanca, Mr. Mitchell is anxious to meet agents or distributors in Abidjan, Monrovia, Freetown and Bathurst interested in handling the sales of Crossley carpets. Mr. Mitchell returns to this country on October 17.

Promoting Orthopaedic sales in Scandinavia

MR. JOHN ROWLANDS, senior technical representative of Remploy's Orthopaedic Division, has been visiting the company's Scandinavian agents in Stockholm, Oslo and Copenhagen. Remploy has been supplying orthopaedic appliances and walking aids to the Scandinavian countries for over five years, and expansion into this export market now warrants a personal visit by their own representative.

The purpose of Mr. Rowlands' visit was to extend the company's advisory service by dealing with technical inquiries from customers and prospectve customers. It will also enable Remploy to assess the opportunities which exist in Scandinavia for extending its market in the field of orthopaedic appliances and rehabilitation equipment.

Exports assured after Finnish visit

THE PROSPECTS of a large and expanding market for some time to come is the encouraging result of the visit to Finland recently by Mr. Derek Mattey, chairman and managing director of Speedwell Gear Case Co. Ltd., of Witton, Birmingham, among the leading sheet metal fabricators in Britain.

'I was told,' said Mr. Mattey, 'that we were the first cycle and motor cycle accessory people ever to visit Finland and I now have in my hands, patterns, samples and design suggestions – in fact all the basic design information necessary for immediate production.

'When we are selling a design service,' said Mr. Mattey, 'it is impossible to bring positive orders home but Finnish manufacturers have firmly assured me that what we offer is exactly what they want. I went to Austria a year ago on a similar tour and now orders are flowing in from that country just as they will do from Finland. It is a most exciting prospect.'

Sales chief to Canada

MR. S. C. TUTTON, divisional executive (sales) of electric motor manufacturers Newman Industries Ltd., Yate, Bristol, has left for a two-week sales trip to Canada, an increasingly important export market for Newman. The visit is described by the company as 'part of our normal pattern of regular sales trips to overseas customers and agents'.

Mr. R. B. Coulson, sales manager, English Electric Valve Co. Ltd., leaving London Airport for New York at the start of an overseas sales tour. The tour includes representing EEV as a member of the Electronic Components Board Trade Mission to Australia and New Zealand ending on October 11. EEV's image orthicons and vidicons are already in use in these countries, and because of their success Mr. Coulson is hoping to book many more orders for them. He will also be talking to potential buyers of the company's image isocon, hydrogen thyratrons, ignitrons for the motor car industry and tetrodes for radio and communications equipment.

Three-week US tour

MR. PETER BAILEY, general manager of Michael S. Stevens Ltd., has left for a three-week tour of eastern cities in the United States. Purpose of the tour is to inspect the latest techniques in plastics production and reclaim and to examine the possibilties of cross-licensing arrangements with American companies. On behalf of his company, who are major thermoplastics reprocessors, Mr. Bailey will be visiting important plastics firms in New York, Pennsylvania, Massachusetts, Ohio and Maryland.

OUTWARD MISSIONS

First ECB trade mission

THE FIRST trade mission sponsored by the Electronic Components Board left London on September 17, bound for Australia and New Zealand. The mission consists of 12 firms of electronic component manufacturers, members of the Electronic Valve and Semiconductor Manufacturers' Association and the Radio and Electronic Component Manufacturers' Federation. The purpose is to renew existing contacts and to explore new openings, with a view to expanding the United Kingdom share of the market for electronic components in Australia and New Zealand.

Birmingham Chamber's 1970 mission programme

WITH Birmingham Chamber of Commerce and Industry sponsored overseas selling missions currently averaging one per month, the 1970 programme is now well advanced in terms of preparation and several of next year's missions are already almost fully subscribed.

The latest overseas mission to be announced is one sponsored by the Chamber's Australia, New Zealand and Southern Africa Section which will take the form of a two weeks visit to Angola and South Africa between June 27 and July 11, 1970.

AFRICA BY SABENA

BIG DOOR 707 JET FREIGHTER

JOHANNESBURG – NAIROBI – ENTEBBE
DAR ES SALAAM NDOLA AND LUSAKA
FROM BRUSSELS

OTHER SABENA CARGO SERVICES
TO LAGOS — KANO — ABIDJAN — NIAMEY
KIGALI — KINSHASA — BUJUMBURA

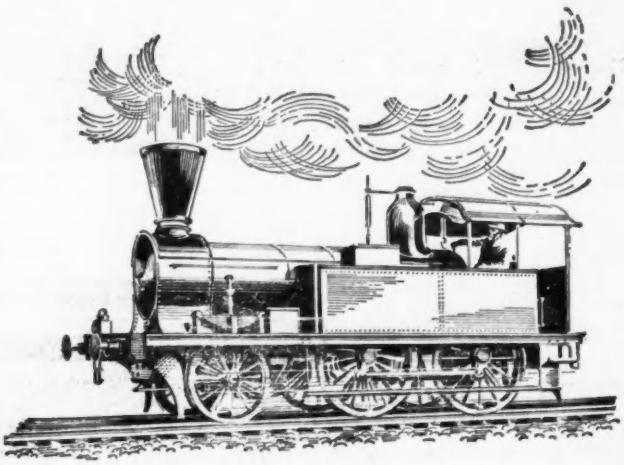
Consult your CARGO AGENT or

SABENA BELGIAN World AIRLINES

LONDON Skyport 7290/1 MANCHESTER Mercury 1542
BIRMINGHAM 643 6105 GLASGOW 248 6018/9
DUBLIN 773440

SABENA IS A MEMBER OF 1919 IATA 1969 QUALITY IN AIR TRANSPORT

The **Pilgrim**
became New Zealand's first railway
locomotive in 1863



Are you up to date on New Zealand?

In that year, the *Pilgrim*, a typical English-built tank locomotive of the period, made the first run from Christchurch to Ferrymead. Today, our country continues to need overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts: on all manner of useful facts and figures. All this information we will gladly pass on — to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED
Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on these pages.

Further orders for meteorological radar

Plessey Radar – part of the Plessey Electronics Group – has announced further substantial orders for the low-cost WF3 Windfinding Radar. The latest orders, valued at approximately £50,000, are for equipment to be supplied to meteorological organizations in Australia, Ceylon, Pakistan and the United Kingdom.

The WF3 is claimed to be the lowest priced equipment available for obtaining the upper wind information needed for accurate weather forecasting. The operation of the equipment is largely automatic, which together with ease of installation and maintenance, allows use by meteorological staff in any area of the world.

Canadian tankage contract

Whessoe are to supply the complete tankage requirements for the new Golden Eagle Refinery to be engineered and constructed by Procon (Great Britain) Limited near Quebec City, Canada. They have secured a contract from the tank erectors, Chicago Bridge Limited, for the supply of fabricated material for 41 steel storage tanks comprising three floating roof and 38 fixed roof tanks plus three steel pressure spheres.

This is one of the largest single tankage contracts ever awarded and over 20,000 tons of steel will be used in the fabrication of the tanks, which will be undertaken at the company's Darlington Works.

Equipment for new plant in Indonesia

Simon Container Machinery, a division of Henry Simon Ltd., are to supply equipment valued at £284,000 for a new corrugating and converting plant being built in Djakarta, Indonesia. The plant, being built for the Norwegian company of Guru Papp, Sarpsborg, will be the first of its kind in Indonesia.

The equipment, which consists of an 81-inch corrugator, a corrugator board mill, a folding carton plant, a plastics plant, various printer slotters, folder gluer and finishing machines, will be shipped in two separate consignments to enable the plant to start up as a sheet plant before Christmas.

Covering an area of approximately 22,000 square feet the plant will be capable of producing approximately 32,000 tons of corrugated board a year.

Radar for Orly Airport

Decca Radar Ltd., have received an order from the Paris Airport Authority, in the face of foreign competition, for a Decca Q Band Airfield Surface Movement Indication (ASMI) Radar Mark V. For installation in co-operation with Compagnie Radio Maritime, Paris, at Orly Airport in autumn 1970, it represents a total contract value, including spares and services, of approximately £100,000.

The ASMI radar will provide surveillance of the runways and taxiways by means of a high brightness, high definition picture. All aircraft and vehicles will be shown in great detail on range scales from 0.5 to 2.5 nautical miles.

Art reproductions for export

An unusual export order has just been completed by the Leeds printers Beck & Partridge Ltd. It consisted of reproductions of three paintings by John Spencer Churchill in a limited edition, specially ordered for sale from the train being pulled by the famous steam engine Flying Scotsman on a British sales mission through the United States.

The paintings depict three historic homes of the Washington family – Washington Old Hall and Sulgrave Manor in England and George Washington's home at Mount Vernon, United States. Only 800 sets have been printed and each reproduction, measuring 18 in. × 22 in. will be signed by the artist. They were printed in six colour offset litho on hand-made paper from the British American Bicentenary Group who are organizing the sales mission.

Slab milling equipment for Germany

Loewy Robertson Engineering Company Ltd., of Poole (a member of the Davy-Ashmore Group) has received an order from Wieland-Werke AG, of Ulm, Federal Republic of Germany, for a slab milling machine complete with flattener. The order is worth $160,000.

The machine will be used for removing imperfections from the surfaces of hot rolled or annealed non-ferrous metal prior to cold rolling. It is of entirely new design and is the first of its type to be purchased in Europe. Equipped with two cutters of 12 ins. diameter × 46 ins. face width it will simultaneously mill the top and bottom surfaces of copper and brass strip at speeds up to 60 ft./min. Each cutter will be driven by a 400 h.p. motor.

This is the second milling machine of its size to be supplied by Loewy Robertson, the first having been built for installation in the United States.

£20,000 Swedish order

Mackamax Aluminium Co. Ltd. have received a £20,000 export order for the supply of aluminium curtain walling for a new IBM building in Stockholm. Approximately 1,600 square metres of curtain walling will be used on the building; this will be in the Kawneer 1600 system with a clear anodized finish, which was introduced to the United Kingdom last year.

The aluminium, required within six weeks of the order being placed, has already been shipped to Stockholm. Production was carried out at the Mackamax extrusion plant at Runcorn, Cheshire, which came on stream during 1968 operating on a flow line principle.

Breakthrough into Dutch market

Southern Mobile, a subsidiary of Southern Caravan Distributors (Bushey) Ltd., have signed a contract with NV Houtindustrie Priviko, Vroomshoop, Holland, whereby the latter company will import Southern Mobile's range of industrial units. The range, for which Priviko have a franchise (to sell or lease) for the whole of the Netherlands, consists of mobile site offices, mobile toilets, and combined messroom/toilet/workshop units. As far as is known, this is the first time that a British company has made a breakthrough into a foreign market of this kind.

The contract, which is for three years, has come as a direct result of a meeting between the two companies at the Utrecht Fair. In the first year of trading Priviko have guaranteed to purchase units to the value of £25,000, although it is confidently expected that this figure is more likely to be £50,000. Both parties consider there is a potential market turnover of £150,000 p.a. The first five units ordered by Priviko are due to be shipped this week.

£2½ million gas turbine orders

John Brown Engineering (Clydebank) Ltd. have announced additional orders for heavy duty industrial gas turbines for power generation valued at £2½ million – all for export. The new orders bring the firm's gas turbine order book in three years of existence to a total of nearly £23 million and provides continuity of production into 1972 to satisfy existing orders.

The new orders are for seven units with a total rated output of 120 megawatts – six of them for use in the United States and the seventh for the Caribbean.

The order for the single unit was won against strong opposition from Swiss and Italian manufacturers, and will power the millionaire playground of Nassau and Paradise Island in the Bahamas. It is required by the Bahamas Electricity Corporation to meet the urgent demands of next summer's tourist boom – and only JBE could meet the required delivery date. The power unit will be shipped in December this year and will be installed and running on the site at the Blue Hills Estate above Nassau by next February.

JBE is hopeful that its delivery performance will help to secure a further order from the island power authority. Director and manager of the Industrial Turbine Division of JBE, Mr. William Connell, said 'This order is significant as it gives us our first real foothold in the Latin-American area.'

Final inspection of circuit boards on part of a solid state microwave source for military radar at the Neasden factory of G. & E. Bradley Ltd., a member of the Lucas Group. Recent United States orders for sources worth £208,000 bring the total value of exports of these units to more than £500,000. This type of source is now in use in British, American, Swedish and Italian military projects.

£20,000 order

As a result of Mr. R. C. L. Pashley's visit to the Arabian States of the Gulf earlier this year, substantial orders for their refuse trailers have been received by W. R. Pashley Ltd., of Stratford. The Municipality of Doha has ordered 38 trailers with tipping gear for refuse collection in the town. A second order consists of three refuse trailers for Isa Town in Bahrain, and a further order of 10 trailers has just been confirmed for Qatar.

Mr. Pashley says that the orders received show how worthwhile his visit to these countries has been and how much a small company can achieve by personal contact with customers. Prompt delivery was another important factor contributing to the success of this venture, also willingness to adapt stock items to the individual requirements and specifications of each country.

Mr. Pashley returns to the Middle East again in March next year to establish contacts for business in other countries.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Regulations (CEE) No. 1839/69 completes **Regulations (CEE) No. 441/69** establishing the general complementary Regulations relative to granting export refunds for products subject to a single price rule, exported in a natural state or in the form of goods not covered by Annexe II of the Treaty. This Regulation will affect products in the following sectors, covered by basic **Regulations (CEE) No. 1009/67** (sugar) and **No. 865/68** (processed products with a fruit or vegetable base) (*Journal Officiel* No. L236 dated September 19, 1969).

Regulation (CEE) No. 1840/69 modifies **Regulation (CEE) No. 204/69** establishing., for certain agricultural products exported in the form of goods not covered by Annexe II of the Treaty, the general rules relative to granting export refunds and the criteria for fixing their amount (*Journal Officiel* No. L236 dated September 19, 1969).

Decision No. 60/299/CEE completes **Decision No. 68/183/CEE** authorizing certain managerial measures to be taken within the framework of the common organization of agricultural markets (*Journal Officiel* No. L236 dated September 19, 1969).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 1824/69 modifies **Regulation (CEE) No. 1671/69** in so far as it concerns the compensatory amounts levied by France on the export, to third countries, of certain goods manufactured under the conditions specified by **Regulation (CEE) No. 1033/69** (*Journal Officiel* No. L234 dated September 17, 1969).

CORRECTION

The *Board of Trade Journal* dated June 25, 1969 (page 1778) contained an announcement about **Regulation (CEE) No. 1061/69,** which defines the methods of analysis for the application of **Regulation (CEE) No. 1059/69,** determining the exchange rules applicable to certain goods resulting from the processing of certain agricultural products. The *Journal Officiel des Communautés Européennes* No. L234 dated September 17, 1969, contains a correction to **Regulation (CEE) No. 1061/69.**

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 1825/69 fixes the compensatory amount for the import of sunflower oils originating in or coming from Bulgaria, Hungary, Rumania, the USSR and Yugoslavia (*Journal Officiel* No. L234 dated September 17, 1969).

Regulation (CEE) No. 1851/69 modifies **Regulation (CEE) No. 911/68** in so far as it concerns the control of sunflower seeds which are not entitled to the subsidy for oil seeds (*Journal Officiel* No. L236 dated September 19, 1969).

Regulation (CEE) No. 1861/69 completes **Regulation (CEE) No. 1436/69** concerning the sale by auction of olive oil held by the Italian Intervention Organization (*Journal Officiel* No. L237 dated September 20, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1812/69 modifies **Regulation (CEE) No. 1667/69** relating to certain measures to be taken in the milk and milk products sector following the devaluation of the French franc (*Journal Officiel* No. L233 dated September 16, 1969).

Regulation (CEE) No. 1859/69 further modifies **Regulation (CEE) No. 1667/69** relating to certain measures to be taken in the milk and milk products sector following the devaluation of the French franc (*Journal Officiel* No. L237 dated September 20, 1969).

PROCESSED PRODUCTS WITH A FRUIT OR VEGETABLE BASE

Regulation (CEE) No. 1837/69 modifies **Regulation (CEE) No. 865/68** which is the basic Regulation establishing a common organization of the market for processed products with a fruit or vegetable base (*Journal Officiel* No. L236 dated September 19, 1969).

Regulation (CEE) No. 1838/69 establishes for processed products with a fruit or vegetable base, the general rules for granting export refunds with regard to various sugar additives (*Journal Officiel* No. L236 dated September 19, 1969).

FRANCE

Import levies for certain foodstuffs

THE FRENCH *Journal Officiel* of September 11, published a notice setting out the variable levies and maximum rates which apply from August 11, 1969 to certain foodstuffs of the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 1904, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 22.04, 35.05 and 38.12 (for the sake of brevity the items covered by these headings are omitted but can be seen in the *Board of Trade Journal* of August 11, 1967, page 365).

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 423, 408, 288), where the full French text may be seen.

SPAIN

Joint Assembly: steam turbines

IN THE *State Gazette* of September 15, 1969, the Spanish authorities published approval under the Special System of Joint Assembly (details of which appeared in the *Board of Trade Journal* dated August 11, 1967, page 368) of a pro-forma resolution for the manufacture of steam turbines of 300 to 350 MW and 500 MW for thermo-electric power stations.

The parts, components and auxiliary materials which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duties.

On application, specific resolutions could be approved by the Directorate of Tariff Policy, given technical and sufficiently detailed description of the parts, components, etc., to be imported with reduced duties, provided that the total value of such parts does not exceed 60 per cent in the case of steam turbines of 300 to 350 MW and 65 per cent in the case of turbines of 500 MW of the total industrial cost price.

From the time of coming into force of the first specific resolution for the joint assembly of these steam turbines, no reductions or exemptions for the import of this type of turbine will be granted. The current pro-forma resolution will remain in force for a period of two years from September 15, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs Tariff modifications

IN THE Spanish *State Gazette* of September 15 the authorities announced the following modifications to the Spanish Customs Tariff:

Tariff Heading	Description	Definitive Duty	Transitory Duty
		Per cent	Per cent
28.18-A	Oxides of magnesium with a purity of less than 98·5% in granules of a density of more than 3, with a maximum content of impurities of 8%	Nil	Nil
B	Other	20	15
39.01-A	Phenoplasts and furan resins:		
1	In liquid or pasty form, including emulsions, dispersions and solutions*	28	24
2	In other forms	33	29
39.01-B	Aminoplasts:		
1	In liquid or pasty form, including emulsions, dispersions and solutions*	29	25
2	In other forms	33	30

* Blocks, lumps, powder (including moulding powders) granules, flakes and similar bulk forms

Import duty suspension: fishmeal

THE SPANISH authorities have announced a suspension in the import duty on Tariff Heading 23.01 B (Fishmeal) until November 30, 1969.

Home compensation tax levy suspension: vaccines

THE SPANISH authorities have announced that they intend to suspend the Home Compensation Tax Levy on the import of vaccines which fight the viruses which cause abortions in sheep and cattle (Tariff Heading 30.02 A) until December 15, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 460/462).

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

EUROTARIFF SERVICES

The Customs Tariff of the European Communities (English edition), incorporating the Common External Tariff (CET), the Kennedy Round Concessions and additional taxes, with amendment service.

* * *

Special Folder Service – Tariff extracts for selected countries, world-wide, covering clients' products, with amendment service.

* * *

"Report on Europe" (Monthly) by Gavin Gordon.

Full details and subscription rates can be obtained from:

EUROTARIFF (GREAT BRITAIN) LIMITED,
10 Duke Street Mansions - 60 Duke Street - London, W.1.

TELEPHONES: 01-499 1532 01-493 1377

IRISH REPUBLIC

Merchandise marks

THE Merchandise Marks Commission (Department of Industry and Commerce, Kildare Street, Dublin 2), have given notice that their inquiry into the application for Orders under Part III of the Merchandise Marks Act, 1931, prohibiting the importation and sale or exposure for sale, retail or wholesale, of imported men's and boys' outer garments without an indication of the country of origin, will commence at 10 a.m. on Wednesday October 8, 1969 at 45 Merrion Square, Dublin 2.

Inquiries relating to the notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2270 or 2271).

CYPRUS

Excise and import duties

THE BRITISH HIGH COMMISSION in Nicosia has informed the Board of Trade that provisional measures affecting certain excise and import duties were introduced as from September 19, 1969.

The affected goods and the increases given in Cyprus' Public Information Office Press Release No. 5, are as follows:

Local cigarettes: An increase of approximately 11 per cent which amounts to an increase of the retail price not exceeding 10 mils per packet of 20 cigarettes.

Imported ciragettes: Increase of £2.500 mils per oke, or of 50 mils per packet of 20 cigarettes.

Cigars and pipe tobacco: An increase of £1.000 mils per oke.

Imported liquors (whisky, brandy, gin, vodka, liqueurs): An increase of £1.500 per gallon or 250 mils per bottle. Wine and beer are not affected.

Television sets: An increase of 16 per cent. It should be noted that the present duty on television sets is very low and after the increase it will still be lower than that on similar products such as radios.

Private cars: An increase of 10 per cent. The increase does not apply to taxis, vans, buses and commercial vehicles.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ISRAEL

Food regulations

THE MINISTRY of Public Health has ruled that no foodstuffs must be packed or sold in containers that are intended to hold poisonous and non-drinkable liquids as described in the Israeli Book of Standards No. 639 of March 1967, Type I or Type 'Container'. Copies of the relevant regulations are held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475), to whom all inquiries should be addressed.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2479/2480).

UNITED ARAB REPUBLIC

Customs tariff amendment

PRESIDENTIAL DECREE No. 1513 of 1969, amending the import duty on items classified under section 87.02 (a) 3 of the UAR Customs Tariff from 250 per cent to 100 per cent of the c.i.f. value, came into force on August 19.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

IRAN

Import regulations

THE CENTRAL Bank of Iran has announced that credits will not be opened nor orders registered for the import of live stock (herbivorous animals) unless the permission of the Ministry of Economy is obtained.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

LIBYA

Use of Arabic

UNDER a new Libyan Government Order, Arabic only is to be used for all names of shops and buildings as well as for display signs, posters, tickets and cards. This measure is rapidly and thoroughly being put into effect, and is intended to be completely effective by October 1.

No reference is made in the Order to packaging of goods on sale.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

Commercial Agencies Law

THE Commercial Agencies Law, which requires that all agencies in Libya should be 100 per cent Libyan owned, became fully effective on August 31.

There is no legal requirement that a foreign firm should employ an agent, and businesses other than agencies are not affected by this law.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

SIERRA LEONE

Import licensing regulations

GOVERNMENT NOTICE No. 1031 published in the Sierra Leone *Gazette* of September 4, amends, with effect from August 22, the General Import Licence No. 1 of 1969. The list of items for which specific import licences are required (published in the *Board of Trade Journal* dated October 18, 1968, page 1082) and subsequently amended, is now further amended by the addition of the following items:

Customs Classification	Items
698-911	Water tanks of iron or steel, n.e.s.
698-941	Water tanks of aluminium, n.e.s.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

TANZANIA

Import licensing regulations

GOVERNMENT NOTICE No. 231, Open General Licence, 1968 (Amendment) (No. 8) Notice, 1969, published in the United Republic of Tanzania *Official Gazette* of August 29, amends, with effect from September 1, the Open General Licence, 1968. The Second and Fourth Schedules to the latter Open General Licence (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) and subsequently amended, are now further amended to the following extent:

Second Schedule

BTN Number	Description of Goods
(a) By the insertion in their appropriate numerical positions of the following new items:	
08.01/13	Fruits.
16.01	Sausages.
16.03	Meat extracts and meat juices.
16.05	Crustaceans and molluscs, prepared or preserved.
20.07	Juices.
39.07 E	Sanitary and lavatory appliances made of plastic material.
39.07 40.10 59.16	Transmission belting.
44.03	Wooden poles for overhead lines.
60.01 60.06 A	Knitted fabrics.
60.04	Vests, singlets, tee shirts and sports shirts.
60.05	Outer garments and other articles.
61.01	Outer garments for men and boys.
61.01	Shirts of men and boys.
61.03	Other under garments for men and boys.
61.04	Women's, girls' and infants' under garments.
69.08	Glazed setts, flags and paving, hearth and wall tiles made of ceramic.
73.25 73.40 F	Wire rope and overhead line material.
73.38 B	Lavatory basins, sinks, water closets, urinals, baths and similar builders sanitary and lavatory appliances of iron or steel.
76.15 B	Sanitaryware made of aluminium.
83.15	Welding rods.
84.12	Air conditioners and parts thereof.
84.21 B	Fire equipment.
84.29	Posho mills.
84.36	Cotton gin machinery.
85.01	Electric motors.
85.03 A	Dry cells.
85.03 B	Motor batteries.
85.14	Amplifiers and parts, loudspeakers and parts and tape recorder spares and parts.
85.19	Circuit breakers and switchgear.
85.23	Electric cables.
85.25	Electric wire insulators.
92.11	Tape recorders and record players.
92.12 D	Unrecorded and cassette tapes.
92.13	Record player parts.

Fourth Schedule

BTN Number	Description of Goods
(b) (i) By the insertion in their appropriate numerical position of the following new items:	
08.01/13	Fruits.
16.03	Meat extracts and meat juices.
16.05	Crustaceans and molluscs, prepared or preserved.
20.07	Juices.
39.07 40.10 59.16	Transmission belting.
44.03	Wooden poles for overhead lines.
59.01	Wadding and articles of wadding; textile flock and dust and mill neps.
60.01 60.06 A	Knitted fabrics.
69.08	Glazed setts, flags and paving, hearth and wall tiles made of ceramic.
73.25 73.40 F	Wire rope and overhead line material.
73.38 B	Lavatory basins, sinks, water closets, urinals, baths and similar builders' sanitary and lavatory appliances of iron and steel.
83.15	Welding rods.
84.12	Air conditioners and parts thereof.
84.21 B	Fire equipment.
84.29	Posho mills.
84.36	Cotton gin machinery.
85.01	Electric motors.
85.14	Amplifiers and parts, loudspeakers and parts and tape recorder spares and parts.
85.23	Electric cables.
85.25	Electric wire insulators.
92.11	Tape recorders and record players.
92.12 D	Unrecorded and casette tapes.
92.13	Record player parts.
(ii) by deleting the items relating to the following BTN numbers: 60.04 60.05 61.04 85.03 85.19 and substituting therefor the following:	
60.04	Under garments, knitted or crocheted, including vests, singlets, tee shirts and sports shirts.
60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberized.
61.04	Women's, girls' and infants' under garments.
85.03	Dry cells and batteries for motor vehicles.
85.19	Circuit breakers and switchgears.

The Open General Licence, 1968, is amended in both the Second and Fourth Schedules in item 20.01/20.06 (which relates to tinned fruit) by adding immediately after the words 'tinned fruits' the words 'and vegetables'.

Explanatory notes:

All applications to import the goods shown in the Second Schedule should be submitted to the State Trading Corporation, PO Box 883, Dar-es-Salaam, and not direct to the office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

NIGERIA

Import licensing regulations

LEGAL NOTICE No. 54 of 1969, Open General Licence (All Countries) No. 2 of 1969 (Amendment) Notice, 1969, published in the Federal Republic of Nigeria *Official Gazette* of September 11, amends, with effect from April 1, Part B of Schedule 2 of the Open General Licence (All Countries) No. 2 of 1969 (published in the *Board of Trade Journal* of July 2, pages 61-65) by the addition of the following item:

Schedule 2

Part B – Produce referred to in Paragraph 297 of this Schedule:

Description	Import List Group	Item No.
(xxiii) Raw coffee	071	10

Explanatory note:

The effect of this notice is that specific import licence is now required for the importation of raw coffee into Nigeria from all countries.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

RWANDA

Landing certificates for goods exported to Rwanda via Uganda

IT HAS BEEN reported that landing certificates for goods exported to Rwanda via Uganda will be in the form of a 'Declaration en Consommnation' on the reverse side of which will be a 'Certificat de Verification' certifying that the goods have been examined in Rwanda and that they have all been landed. The 'Declaration en Consommation' will be the basis for claims for draw-back, sales tax, bond cancellations and excise duties.

The form of the reverse endorsement will be a stamp reading: 'Conformed', with the date and signature of a Customs and Excise official in Rwanda. Short-landed quantities will be indicated by the verificator where the document is found incorrect on examination, and import duty will be demanded by the Uganda authorities on the goods short-landed in Rwanda on receipt of the landing certificate.

The exporter will be responsible for ensuring that goods do not cross the Uganda border before physical examination is taken at the Uganda frontier station and a certificate given to the effect that the goods have left Uganda in full. The exporter, however, will still have to produce landing certificates in Kigali since goods have been known to be channelled back into Uganda after crossing the border. Landing certificates are necessary to prove that goods have arrived in Rwanda after passing the border.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE SOUTH AFRICAN *Government Gazette* of September 12 notifies the following changes in the customs tariff:

Notice No. R3276: (1) specific provision is made for driving axles at an increased rate of duty; (2) the duty on certain non-driving axles is increased from 20 per cent to 25 per cent.

Notice No. R3277: Rebates of duty on certain driving axles are withdrawn.

Inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

New 'Taxe Complementaire' on tobacco

ORDNANCE No. 35/69 of April 12, 1969, published in the *Journal Officiel* of the Republic of Gabon dated May 15, 1969, announced a new 'Taxe Complementaire' on tobacco imports to Gabon.

The rate of this tax, which came into force on May 1, 1969, was fixed per kg. net as follows:

24.01	Raw tobacco or unmanufactured tobacco, waste products of tobacco	100F (CF.A)
24.02	Manufactured tobacco; tobacco extracts and essences	100F (CF.A)

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

MALAGASY REPUBLIC

Tariff modification

BY DECREE No. 69.338 of July 29, 1969, published in the *Journal Officiel* of the Malagasy Republic dated August 9, 1969, the following products have been added to the list of products for which the import tax has been re-established:

Malagasy Tariff		Rate
Ex 38.11	Disinfectants, insecticides, fungicides, antisprouting products and similar products in solid, liquid or powder forms, put up for sale in small tins or boxes of 2 kg. or less	50·0 *ad val.*

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

MALAYSIA

Confirmation of new import duties

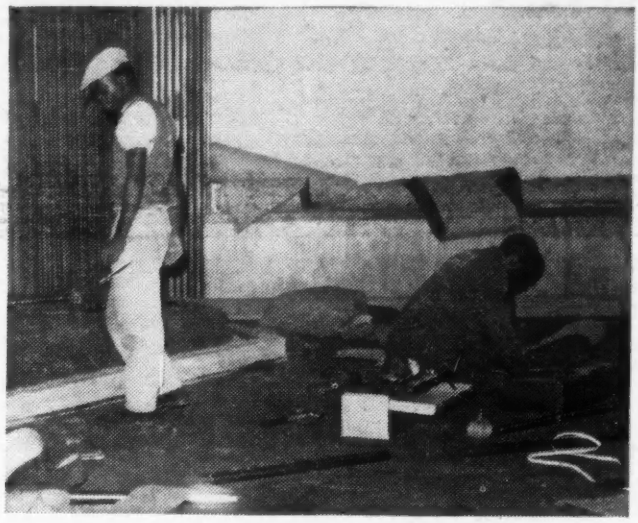
THE *Board of Trade Journal* of September 24, 1969, published on page 853 a notice concerning the following changes in the Malaysian Customs Duties:

Item	Duty
Chocolates and cocoa products	From 30 cents to Malaysian Dollars 1.60 per lb.
Jams, and fruit preparations	From 30 cents to 60 cents per lb.
Canned fruits	From 30 cents to 60 cents per lb.
Canned vegetables	From 20 per cent to 40 per cent.
Biscuits (including pastry and cakes)	From 11.20 Malaysian dollars per cwt. to 50 per cent or 30 cents per lb.; whichever is the higher.
Locks, padlocks and hinges	From Nil to 40 per cent or 1 Malaysian dollar each.
Furniture (steel type)	From 30 per cent to 50 per cent.
Furniture (other)	From 25 per cent to 50 per cent.

Other products include: weighing machines, bolts and nuts, grinding wheels, centrifugal pumps, diesel engines, gas stoves and cookers, conveyor belts, outboard motors, light vessels, telephone equipment, rubber gloves and rubberised coir.

The Board of Trade have now received the Malaysian *Government Gazette* of September 11 which confirms these amendments.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E 47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 471, 472, 473).



James Templeton and Co. Ltd. of Glasgow were successful in tendering for the carpeting to be laid at the new Swaziland Parliament building, which was opened recently. The photograph shows the carpeting being laid in the Assembly Chamber.

Import control : wire

THE MALAYSIAN *Government Gazette* dated September 11, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 15) Order, 1969 which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969 by the deletion of the following:

Heading No.	Description of goods	Country
73.14.110 120 130 140	Iron or steel wire, whether or not coated, but not insulated	All countries
73.15 910	Wire of high carbon steel	All countries
73.15 920	Wire of alloy steel	All countries

This notice means that the goods described in the second column and originating from any country are subject to special licensing when imported into the States of Malaya.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/472/473).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

AUSTRALIA

Tariff Board inquiry on tableware

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether, having regard to the objectives and other provisions of the New Zealand/Australian Free Trade Agreement, the inclusion in Schedule A of that Agreement of **tableware** (tariff items 69.11 and 69.12) would be seriously detrimental to Australian industry.

Item	Goods	Rates of duty	
		General	Preferential
69.11	Tableware and other goods of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian):		
69.11.100	Tableware, as follows: (a) Drinking cups; (b) saucers; (c) flat plates; or (d) deep plates	30%, or, if higher, $0·05 each	20% or, if higher, $0·05 each, less 10% NZ: 10%
	Note: This sub-item applies only to the goods named when imported separately		
69.11.200	Tableware, as follows: (a) Dinner sets, dinner services, tea sets, tea services, coffee sets, coffee services and the like; or (b) sets or combinations of goods of a kind specified in sub-item 69.11.1	30%, or, if higher $0·05 per article calculated by reference to the total number of pottery articles in the set, service or combination, as the case may be	20%; or, if higher, $0·05 per article, calculated by reference to the total number of pottery articles in the set, service or combination, as the case may be, less 10% NZ: 10%
69.11.900	Other	30%	20% NZ: 10%
69.12	Tableware and other goods of a kind commonly used for domestic or toilet purposes, of pottery other than porcelain or china:		
69.12.100	Tableware, as follows: (a) Drinking cups; (b) saucers; (c) flat plates; or (d) deep plates	30%, or, if higher, $0·05 each	20%; or, if higher, $0·05 each, less 10% NZ. 17½%
	Note: This sub-item applies only to the goods named when imported separately		
69.12.200	Tableware, as follows: (a) Dinner sets, dinner services, tea sets, tea services, coffee sets, coffee services, and the like; or (b) sets or combinations of goods of a kind specified in sub-item 69.12.1	30%, or, if higher, $0·05 per article calculated by reference to the total number of pottery articles in the set, service or combination, as the case may be	20%; or, if higher $0·05 per article calculated by reference to the total number of pottery articles in the set, service or combination, as the case may be, less 10% NZ: 17½%
69.12.900	Other	30%	20% NZ: 17½%

AUSTRALIA

Universal Business Directories, 1968 Edn., are published in 15 separate volumes, each volume covering a particular area or city. Each business, trade or profession is fully classified under all applicable headings.

Sydney City and Suburbs. £3 9s.
Central and Southern N.S.W. £3 15s. 6d.
New England, North and North West New South Wales. £3 15s. 6d.
Melbourne City and Suburbs. £3 9s.
East Victorian Country. £3 15s. 6d.
West Victorian Country. £3 15s. 6d.
Tasmania. £2 12s. 6d.
Brisbane City. £3 5s.
North Central Queensland. £3 15s.
Adelaide City and Suburbs. £3 5s.
Northern Territory. £2 12s. 6d.
Southern Queensland. £3 15s. 6d.
Southern Australian Country. £2 12s. 6d.
Perth City and Suburbs. £3 5s.
West Australian Country. £2 12s. 6d.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) not later than **October 20**, quoting reference No. CRE 1850/69.

Result of Tariff Board inquiry on citrus fruit juices

A NOTICE was published in the *Board of Trade Journal* on October 20, 1967, to the effect that a reference had been made to the Australian Tariff Board in respect of citrus fruit juices (tariff item 20.07.1).

The inquiry has now been held and as a result no changes have been made in the levels of protection afforded by the Australian Customs Tariff.

Result of Tariff Board inquiry on gang slitting machines

A NOTICE was published in the *Board of Trade Journal* on December 22 1967, to the effect that a reference had been made to the Australian Tariff Board in respect of gang slitting machines (tariff items 84.45.530 and 84.45.590).

The inquiry has now been held and as a result changes have been made in the Australian Customs Tariff affecting rates of duty payable on the above goods.

Particulars of these tariff changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime, brief details may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

NEW ZEALAND

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on August 22, 1969:

Tariff Item	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
Chapter 20	**Preparations of vegetables, fruit or other parts of plants**				
20.06	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:				
20.06.01	Stems and other parts of plants, except fruit, preserved in syrup	lb.	32½%	50%	55%
Chapter 41	**Raw hides and skins (other than furskins) and leather**				
41.02	Bovine cattle leather (including buffalo leather) and equine leather, except leather falling within heading No. 41.06, 41.07 or 41.08:				
41.02.11	Calf leather: Crust or rough tanned	lb.	Free	Free	Free
41.02.12	Other	Sq. ft.	20% or†	..	40% or†
41.02.09	per 100 sq. ft.	Sq. ft.	$7·50	..	$7·50 plus 20%
	Other kinds:				
41.02.21	Crust or rough tanned	lb.	Free	Free	Free
	Other:				
41.02.22	Bovine cattle leather	Sq. ft.	20% or†	..	40% or†
41.02.23	per 100 sq. ft.	Sq. ft.	$7·50	..	$7·50 plus 20%
41.02.29	Equine leather	Sq. ft.	Free	Free	Free

†Where alternative rates are shown the rate chargeable is that which returns the higher duty.

Chapter 48	**Paper and paperboard: articles of paper pulp, of paper or of paperboard**				
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets: Printing and writing paper:				
48.01.01	Having a caliper of more than 0·005 in.	Cwt.	Free	10%	25%
48.01.09	Other	Cwt.	Free	10%	25%

Chapter 51

Man-made fibres (continuous)

51.01	Yarn of man-made fibres (continuous), not put up for retail sale:				
	Of synthetic fibres:				
51.01.31	Sewing thread	lb.	Free	7½%	10%
	Other yarn and thread				
	Containing man-made discontinuous fibres or bulked continuous man-made fibres and weighing more than 150 g per 9,000 m.:				
	As may be approved by the Minister and under such conditions as he may prescribe:				
51.01.32	Of nylon	lb.	Free	..	10%
51.01.33	Of polyester	lb.	Free	..	10%
51.01.34	Other kinds	lb.	Free	..	10%
51.01.35	Other	lb.	15%	25%	55%
	Other kinds:				
	Containing sheep's or lamb's wool or fine animal hair:				
51.01.36	Hand knitting yarn	lb.	15%	25%	55%
51.01.37	Other	lb.	15%	25%	55%
	Not containing sheep's or lambs' wool or fine animal hair:				
51.01.38	Knitting, darning, embroidery and crochet thread	lb.	Free	7½%	10%
	Other:				
51.01.41	Of nylon	lb.	Free	..	10%
51.01.42	Of polyester	lb.	Free	..	10%
51.01.49	Other kinds	lb.	Free	..	10%
	Of regenerated fibres:				
51.01.51	Sewing thread	lb.	Free	7½%	10%
	Other yarn and thread:				
	Containing man-made discontinuous fibres or bulked continuous man-made fibres and weighing more than 150 g per 9,000 m:				
51.01.52	As may be approved by the Minister and under such conditions as he may prescribe	lb.	Free	..	10%
51.01.53	Other	lb.	15%	25%	55%
	Other kinds:				
	Containing sheep's or lambs' wool or fine animal hair:				
51.01.54	Hand knitting yarn	lb.	15%	25%	55%
51.01.55	Other	lb.	15%	25%	55%
	Not containing sheep's or lamb's wool or fine animal hair:				
51.01.56	Knitting, darning, embroidery and crochet thread	lb.	Free	7½%	10%
51.01.59	Other	lb.	Free	..	10%

Chapter 56

Man-made fibres (discontinuous)

56.01	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning:				
	Synthetic:				
56.01.11	Of nylon	lb.	Free	..	Free
56.01.12	Of polyester	lb.	Free	..	Free
56.01.19	Other	lb.	Free	..	Free
56.02	Continuous filament tow for the manufacture of man-made fibres (discontinuous):				
	Synthetic:				
56.02.11	Of nylon	lb.	Free	..	Free
56.02.12	Of polyester	lb.	Free	..	Free
56.02.19	Other	lb.	Free	..	Free
56.04	Man-made fibres (discontinuous), carded, combed or otherwise prepared for spinning:				
	Synthetic:				
56.04.11	Of nylon	lb.	Free	..	Free
56.04.12	Of polyester	lb.	Free	..	Free
56.04.19	Other	lb.	Free	..	Free

Chapter 60

Knitted and crocheted goods

60.01	Knitted or crocheted fabric, not elastic nor rubberized:				
	Other:				
	Wholly or principally of silk or man-made fibres: other kinds				
	Other:				
	Of regenerated fibres:				
60.01.21	Containing elastomeric fibres	lb.	Free Aul. 10% Can.	..	25%
60.01.22	Other	lb.	Free Aul. 10% Can.	..	25%
	Of synthetic fibres:				
60.01.23	Containing elastomeric fibres	lb.	Free Aul. 10% Can.	..	25%
60.01.24	Other	lb.	Free Aul. 10% Can.	..	25%
	Other fabrics:				
60.01.25	Assembled by sewing, gumming or otherwise	lb.	22½%	42½%	55%
	Other:				
	Wholly or principally of cotton:				
60.01.26	Fabrics suited for meat wrapping as may be approved by the Minister and under such conditions as he may prescribe	lb.	Free	..	Free
	Other kinds:				
60.01.27	As may be approved by the Minister and under such conditions as he may prescribe:	lb.	Free	..	15%
60.01.28	Other	lb.	30c.	..	30c.
60.01.29	Other kinds	lb.	Free	..	15%

Chapter 69

Ceramic products

I. – HEAT INSULATING AND REFRACTORY GOODS

69.02	Refractory bricks, blocks, tiles and similar refractory constructional goods, other than goods falling within heading No. 69.01:				
69.02.01	Bricks shaped from fireclay and containing not more than 45% by weight of aluminium oxide	..	25%	40%	70%

Chapter 73

Iron and steel and articles thereof

73.38	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of iron or steel:				
	Builders' sanitary ware for indoor use and parts thereof:				
	Other kinds and parts thereof:				
73.38.14	Vitreous enamelled	Cwt.	25%	45%	50%
	Domestic articles and parts thereof:				
	Other holloware and parts there: of:				
73.38.34	Vitreous enamelled	Cwt.	25% Aul. 10% Can.	50%	60%

(Continued on next page)

NEW ZEALAND, *continued*

Chapter 97

Toys, games and sports requisites; parts thereof

97.03	Other toys; working models of a kind used for recreational purposes:			
97.03.03	Radio remote control apparatus for model ships and aircraft	Free	20%	25%
97.03.08	Other	32½%	52½%	65%

The following items were revoked on August 22, 1969:

26.06.01	51.01.14	56.02.10
41.02.11	51.01.15	56.04.10
41.02.12	51.01.16	60.01.08
41.02.19	51.01.19	61.01.09
41.02.21	51.01.21	60.01.11
41.02.22	51.01.22	60.01.12
41.02.23	51.01.23	60.01.13
41.02.29	51.01.24	60.01.14
48.01.10	51.01.25	60.01.19
51.01.11	51.01.26	69.02.01
51.01.12	51.01.29	73.38.14
51.01.13	56.01.10	73.38.34
		97.03.09

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

CHILE

Customs Schedule amendments (1)

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff No.	Description	Specific duty Gold pesos	*Ad val.* duty
03.01.01.01	Pure-bred fish intended for breeding	KG Free	115%
15.06.01	Animal fats	KG 0·60	85%
39.01.99.01	Phenoplasts and aminoplasts, in the form of plates, bars and tubes	KG 2·50	80%
40.11.01.99	Other tyre cases and inner tubes	KG Free	125%
53.02.01.99	Other fine animal hair	KG 12·00	120%
59.17.99.99	Other textile articles, of a kind commonly used in machinery or plant	KG 2·00	55%
62.04	Tarpaulins, sails, awnings, sunblinds, tents and camping goods	KG Free	135%
68.05	Hand polishing stones, whetstones, oilstones, hones and the like, of natural stone, of agglomerated natural or artificial abrasives, or of pottery	KG Free	70%
68.14.01	Friction material for clutches	KG 2·00	170%
76.02.01.01	Aluminium wire of rectangular cross-section and a thickness of 0·15 to 0·99 mm.	KG 0·35	85%
76.02.99	Wrought bars, rods, angles, shapes and sections of aluminium	KG Free	80%
84.22.99.04	Hydraulic elevating ramps	KG 0·20	145%
84.37.01	Knitting machines, flat, hand-operated	KG 0·20	145%
84.38.90.99	Other parts of auxiliary textile machinery	KG 0·80	105%
84.45.06.01	Cam type metal-working presses, of a working capacity of not more than 45 tons	KG 0·20	145%
84.47.02.99	Other presses for wood, etc.	KG Free	105%
84.47.05.01	Bench or column drilling machines with a capacity of boring steel up to 44 mm. in diameter	KG Free	160%
84.47.06	Routing or wood moulding machines	KG Free	100%
85.05.01.01	Chain saws	KG 0·20	75%
85.21.02.99	Cathode ray tubes, other than for television	KG 5·00	120%
85.23.01	Insulated wire, etc., for operating voltages of more than 5,000 volts	KG 0·65	55%
87.12.99	Other parts and accessories for cycles, motor-cycles, side-cars and invalid carriages	KG 1·80	165%
90.01.01.99	Other ophthalmic lenses	KL 7·00	180%
40.07	Vulcanized rubber thread and cord, whether or not textile covered, and textile thread covered or impregnated with vulcanized rubber	KL 2·50	105%
19.01.01.01	Obstetric plugs	KG Free	170%
29.14.02.08	Acetic anhydride	KN Free	45%
36.07	Ferro-cerium and other pyrophoric alloys in all forms	KG 7·00	145%
84.47.01.01	Planing and matching machines for wood, etc.	KG 0·20	120%
84.47.04.02	Bank saws (carpenters', for dividing and panelling); circular saws	KG Free	125%
	Insert the following sub-headings in 73.24:		
73.24.01	For liquid gases derived from petroleum	KG Free	100%
73.24.99	Other	KG Free	65%
	Insert the following sub-headings in 84.63.02:		
84.63.02.01	Of cast bronze	KG 2·00	75%
84.63.02.99	Other	KG 2·00	40%

Customs Schedule amendments (2)

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Description	Specific duty Gold pesos	*Ad val.* duty
09.09	*Insert* new sub-headings:		
09.09.01	Cumin seeds	KG 15·00	50%
09.09.99	Other (i.e. seeds of arise, badian, fennel coriander, caraway and juniper)	KG Free	100%
22.08.99	Other ethyl alcohol or neutral spirit	KL 1·00	200%
26.01	*Insert* new sub-heading:		
26.01.10	Manganese	*GMQ Free	70%
28.02.02	Precipitated sulphur	KN Free	50%
28.02.03	Colloidal sulphur	KN Free	50%
29.04.01.03	Amend to read: Normal butyl, isobutyl and secondary butyl alcohol	KN Free (*Ad val.* charge reduced to 0 until December 31, 1969)	80%
29.04.01	Add new sub-item:		
29.04.01.09	Tertiary butyl alcohol	KN Free	40%
29.26	Add new sub-item:		
29.26.97	Pesticides	KG 0·85 oro	10%
39.02.99	Add new sub-item:		
39.02.99.07	Adhesive plastic tapes, whether or not with backing, in rolls of up to 10 cm in width and more than 40 metres long, for the manufacture of adhesive plasters	KG Free	60%
48.15.02	Sterilization controls sensitized with chemical substances		100% (until December 31, 1969)
73.02.01	Ferro-managanese, ferro-silicon and ferro-silico-manganese	KG Free	100%
84.51.02	Cheque writing machines	KG Free	200%
85.13.01	Telephonic transmission and reception apparatus	KG 7·00	100%
87.02.01.01	Taxicabs	KN Free (Free from duties until December 31, 1969)	60%
90.26	Replace sub-headings by:		
90.26.01	Electricity meters	KG 1·50	190%
90.26.02	Meters for drinking water		
90.26.02.01	Up to and including 1 inch	KG Free	100%
90.26.02.99	Other	KG 1·00	55%
90.26.03	Gas meters		
90.26.03.01	With a capacity of up to 17 cubic metres per hour	KG Free	105%
90.26.03.99	Other	KG 1·50	60%
90.26.99	Other meters	KG 1·50	60%
92.02	Other stringed musical instruments	Each 75·00	150%

* GMQ Gross Metric Quintal

Permitted import list: amendments

THE FOLLOWING amendments were made recently to the Chilean permitted import list:

Page	Item No.		Percentage of prior deposit
12	03.01	Live fish	0
12	12.07	Kola nuts and nux vomica	0
15	15.06	Others	0
30	28.06	*Insert* new heading: Hydrochloric acid; chloro Sulphonic and chloro sulphuric acid	0
36	29.14	Acetic anhydrides	0
60	35.05	Soluble starches and feculas	0
62	36.07	Flints for lighters	0
69	39.01	Rods of phenolic and amino-plastics	0
69	39.01	Liquids and Pastes: Others	0
73	39.07	*Insert* new sub-heading: Silicone tubes for draining and for use in blood, serum and plasma transfusions	0
76	40.07	Rubber yarns	0
77	40.11	Tyres and inner tubes, unspecified types	0
95	53.02	Angora rabbit	0
99	59.01	Obstetric plugs	0
100	59.11	Adhesive tape in rolls, up to 10 cms.	0
101	59.17	Strips of waterproofed felt	0
102	62.04	Sails, made of dacron, nylon	0
104	68.05	Abrasive stones in holders	0
106	68.14	Clutch linings in discs	0
121	73.24	Cylinders and tanks for storing liquid petroleum gases with capacities of more than 150 litres of water	0
125	74.03	Special kinds of tin or bronze wires	0
128	75.04	Nickel and copper alloy tubing	0
129	76.02	99·99% pure aluminium wire solders	0
130	76.05	Ordinary metals in powdered form	0
143	84.01	Steam boilers and generators with specific evaporation capacity of over 30,000 Kg. of steam per hour and an effective working pressure of up to 20 atmospheres	30
		Other boilers	30
146	84.15	Domestic refrigerator units	0
151	84.22	One or two piston hydraulic lifting ramps and parts thereof	0
152	84.24	Discs for ploughs and harrows	0
155	84.30	Machines for cutting cold victuals	0
158	84.37	Manually operated rectilinear knitting machines	0
	84.38	Combs for looms	0
162	84.47	Matched 3-face planers with speed up to 20 metres per minute	0

Page	Item No.		Percentage of prior deposit
		Single faced expanding planers	0
		Circular edging and lath cutting	0
		Circular saws combined with vertical shaft machines for making mouldings, with benches of maximum dimensions 1,200 × 1,000 mm.; minimum dimensions 1,000 × 900 mm	0
		Circular saws combined with vertical shaft machines for cutting wood mouldings, and drills	0
		Circular saws with fixed or tilting benches without any other special accessories	0
		Carpenters' bandsaws up to 1,000 mm. flywheel diameter	0
		Band saws and resaws up to 1,600 mm. flywheel diameter	0
		Fixed bench and axle vertical shaft machines	0
168	84.63	Bearings and bushings	0
170	84.65	Eccentric presses up to 45 tons	0
171	84.65	Floor or bench type drills	0
174	85.05	Tools and machine tools	0
181	85.21	Electronic tubes, except those on Prohibited List	0
182	85.25	General Headings:	
		Insert new sub-headings:	
		High tension cables	0
188	87.12	Pieces and parts of motor cycles	0
191	90.01	Dioptic lenses	0
200	92.00	General Headings:	
		Replace the sub-heading 'Arms 12 or more long . . .' by:	
		Disc rotators with turntables 29 cm. or more in diameter and arms 30 cm. or more in length for professional record players	0

In addition general reductions have been made in certain rates of prior deposits. Details are as follows:

Old rate	New rate
15 per cent	0 per cent
40 per cent	30 per cent
90 per cent	60 per cent
180 per cent	120 per cent

URUGUAY

Amendments to code of merchandise (1)

URUGUAYAN GOVERNMENT Decree No. 389/969 dated August 12, 1969 provided for the following amendments to the Code of Merchandise:

ARTICLE 1: Additions

Sub Group	Commodity	Surcharge Per cent	Average c.i.f. Price US$
—	Vinyl chloride polymers without any additives	30	
—	Technically pure tribasic lead sulphate	90	
—	Iron plates up to a maximum of $\frac{5}{8}$ in. in thickness and up to $3\frac{5}{8}$ in. in width	60	
—	Hypodermic needles for human and veterinary use	60	
—	Opaque black or coloured paper, not radioactive, up to 140 grammes per square metre for wrapping paper or sensitized film	60	
—	Silicon paper under 110 centimetres in width	90	
—	Aluminium and aluminium alloy engine pistons with iron insert for piston ring grooves	10	
—	Engine pistons of the following measurements: diameter 67·4 mm., compression distance 38 mm. and length 74·7 mm.	10	
—	Electrolytic condensers	10	
—	Fine-tracing hydrographic pens or marking pencils	90	

ARTICLE 2: Modifications

Sub Group	Commodity	Surcharge
		Per cent
40.002	Electrostatic photocopying apparatus, its parts and spares	60
	Should now read:	
40.002	Photocopying apparatus, its parts and spares	60
42.982	Nylon monofilaments of 0·5 to 0·8 mm. diameter for the manufacture of fasteners for clothing	10
	Should now read:	
42.982	Synthetic monofilaments of 0·5 to 0·8 mm. diameter for the manufacture of fasteners for clothing	10
49.049	Chassis for trailer and semi-trailer with admissible maximum net load of 30,000 kilogrammes according to the makers catalogue	150
	Should now read:	
49.049	Chassis for trailers and semi-trailers with admissible maximum net load of 45,000 kilogrammes according to the makers catalogue	150
40.009	Ball point pens, accessories and spares	—
	Should now read:	
40.009	Retractable ball point pens with refills of over 3 grammes in weight and/or interior diameter of over 4 mm. and with cases with metallic parts	—
40.010	Unretractable ball point pens	90
	Should now read:	
40.010	Ball point pens	90
40.016	Refills for unretractable ball point pens	—
	Should now read:	
40.016	Refills and components of refills for ball point pens	—

ARTICLE 3: Modifications to existing c.i.f. price

Sub Group	Commodity	Surcharge Per cent	Average c.i.f. Price US$
33.126	Slide projectors (for stills)	90	20·0 each
	Should now read:		
33.126	Slide projectors (for stills)	90	
	(a) Automatic		20·0 per kilo
	(b) Others		8·0 per kilo
43.272	Polystyrene bi-oriented films, transparent and/or printed, with or without decorative stamping, in bobbins with thickness of up to 60 microns to be applied for lamination on polystyrene in sheets of high impact	60	2·40 per kilo
	Should now read:		
43.272	Polystyrene bi-oriented films, transparent and/or printed, with or without decorative stamping, in bobbins with thickness of up to 60 microns to be applied for lamination on polystyrene in sheets of high impact	60	8·0 per kilo

ARTICLE 4

The following sizes of inner tubes and tyres for tractors have been deleted from the list of goods which may be imported free of duty under heading 49.027:

670 × 13, 725 × 15, 825 × 16, 14·9 × 28, 900 – 16, 11·2 – 24, 14·9 × 24, 18·4 – 26 and 13·6 – 28

These now fall under heading 49.024 and are subject to a surcharge of 150 per cent levied on an official valuation of US$2·22 per kilo.

ARTICLE 5

The provisions established in the Decree of September 29, 1960 (and reported in the *Board of Trade Journal* of October 28, 1960, page 1077) and relating to exemptions from surcharge of specialities and specifics (Sub Group 35.060) are now amended to read as follows:

The Bank of the Republic will not apply the surcharge established for the importation of Specialities and Specifics, including the minimum surcharge, when the import declaration is accompanied by a certificate issued by the Honoary Commission for the Control of Medical Products certifying that the goods cannot be manufactured in the country.

ARTICLE 6

Article 5 of the Decree of August 15, 1967 (see the *Board of Trade Journal* of September 22, 1967, page 736) is amended to read as follows:

The Bank of the Republic will not apply the surcharges in force, including the minimum surcharges, for the importation of wheel tyres and inner tubes for all types of vehicles, when a certificate exists from the Ministry of Finance, subject to a previous report of the Advisory Committee, created by decree of February 17, 1960, stating that there is no national production.

(URUGUAY, *continued on next page*)

URUGUAY, *continued*

Amendment to code of merchandise

THE FOLLOWING sub-group has been added to the Uruguayan Code of Merchandise:

		Rate of surcharge
30.064	Gin of high alcoholic graduation	90%

Exemption from import duties and other charges

UNDER a Uruguayan Government Decree dated May 29, 1969, pedigree sheep for breeding purposes are exempt for one year from the date of the Decree from customs and additional duties, import taxes, surcharges, prior deposits, consular fees, etc., provided imports are approved by the Commission for the Improvement of Sheep.

Under a similar Decree dated July 17, 1969, pedigree swine for breeding purposes are exempt for one year from the date of the Decree from customs and additional duties, etc., provided imports are approved by the Asociacion Rural del Uruguay. The value of imports under this decree will be limited to a total of US $10,000.

JAMAICA

Decimal currency

THE JAMAICAN Government introduced decimal currency on September 8, 1969. The new currency is the Jamaican Dollar which is valued at 10 shillings sterling and is divisible into one hundred cents. Jamaica remains in the Sterling Area.

Details of the Decimal Currency (Customs and Excise Laws) (Modification) Order, 1969, which gives the decimal equivalents for moneys shown in the Jamaican Customs and Excise Laws, may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3). All other inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

PERU

Extension of import ban

SUPREME DECREE No. 134-69-EF, published in the *Official Gazette* of September 18 and effective 10 days thereafter, lists a wide range of additions to the Peruvian import ban which was originally introduced in March 1968.

Details of this further decree may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 and 476).

BRAZIL

Customs tariff amendment

BRAZILIAN Customs Policy Council resolution 710 amends subheading 85.39.023 of the Customs Tariff as follows:

Tariff No.	Description	Rate of duty *Ad val.* c.i.f.
85.39	Lamps and tubes for lighting or other purposes, electronic valves and tubes, excluding the photo-electric cells falling within the preceding heading:	
023	Other:	
01	Hollow cathode tubes for spectrophotometry	15%
02	Electronic receiver valves with a national similar	85%
03	Electronic receiver valves without a national similar	55%
99	Other	35%

Electronic valves included in sub-heading 85.39.023.03 must be accompanied by the respective certificate of type issued by the competent authority of the exporting country.

For the purposes of calculation of the duty a minimum value of US $0·38 c.i.f. per unit for the receiver valves included in sub-headings 85.39.023.02 and 03 has been established.

UNITED STATES

Motor Vehicle Safety Standards

New standard: Horns and other audible warning devices

THE UNITED STATES Federal Highway Administration is considering the insurance of a new motor vehicle safety standard which would require the installation of, and specify performance requirements for, horns and other audible warning devices on passenger cars, multi-purpose passenger vehicles, trucks, buses, and motor cycles.

The anticipated effective date for this new standard is September 1, 1971.

All interested persons are invited to submit comments on this proposal to the Docket Section, Federal Highway Administration, Room 512, 400 Sixth Street SW, Washington DC 20591. Comments, which should be submitted in 10 copies, should identify Notice No. 1 Docket 69-14 and should reach the Docket Section by December 1, 1969.

Standard 212: Windshield retention – passenger cars

The United States Federal Highway Administration has under consideration a proposal to amend standard No. 212 to extend its scope and applicability to include requirements for windshield retention in multi-purpose passenger vehicles, trucks and buses and requirements for retention of forward facing windows in multi-purpose passenger vehicles and motor vehicles and motor vehicle equipment containing windows.

The anticipated effective date for these amendments is January 1, 1971.

All interested persons are invited to submit comments on this proposal to the Docket Section, Federal Highway Administration, Room 512, 400 Sixth Street SW, Washington DC 20591. Comments, which should be submitted in 10 copies, should identify Notice No. 1, Docket 69-29 and should reach the Docket Section by December 15, 1969.

Inquiries about the above notices should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 16.9.69).

Standard 108

THE *Board of Trade Journal* of October 18, 1968 and February 21, 1969 gave notice of proposals of the United States Federal Highway Administration to amend Standard 108 to establish new minimum and maximum photometric values for parking lamps and to require parking lamps to be activated when headlamps are activated.

The Federal Highway Administration has now published detailed amendments to Standard 108 with the following effective dates: (1) new photometric values for parking lamps – January 1, 1971; and (2) parking light activation – January 1, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 23.9.69).

Standard 207: Seating systems – passenger cars

THE *Board of Trade Journal* of October 27, 1967 gave advance notice of a proposal of the United States Federal Highway Administration to extend the requirements of Standard 207 to multi-purpose passenger vehicles, trucks and buses and to prohibit the use of seat adjusters which slip during the application of loads to the seat in any adjusted position.

The Federal Highway Administration has now published details of the proposed amendments and has invited comments from all interested persons.

Comments must identify Docket No. 2-12 and should be submitted in 10 copies to the Docket Section, Federal Highway Administration, Room 512, 400 Sixth Street SW, Washington DC 20591, to arrive not later than December 18, 1969.

The proposed effective date for this amendment is January 1, 1971.

Standard 208: Seat belt installations – passenger cars

The *Board of Trade Journal* of October 27, 1967 gave advance notice of a proposal of the United States Federal Highway Administration to amend Standard 208 by: (1) adding a definition of the term 'open body type vehicle'; (2) amending the definition of designated seating position; (3) extending the application of the standard to multi-purpose passenger vehicles, trucks and buses; and

(4) requiring the installation of seat belt assemblies for side and rear-facing seats.

The Federal Highway Administration has now published details of these proposed amendments and has invited comments from all interested persons.

Comments must identify Docket No. 2-13 and should be submitted in 10 copies to the Docket Section, Federal Highway Administration Room 512, 400 Sixth Street SW, Washington DC 20591, to arrive not later than December 19, 1969.

The proposed effective date for this amendment is January 1, 1971.

Standard 210: Seat belt assembly anchorages – passenger cars

The *Board of Trade Journal* of October 27, 1967 gave advance notice of a proposal of the United States Federal Highway Administration to extend the requirements of Standard 210 to multi-purpose passenger vehicles, trucks and buses.

The Federal Highway Administration has now published details of the proposed amendments and has invited comments from all interested persons.

Comments must identify Docket 2-14 and should be submitted in 10 copies to the Docket Section, Federal Highway Administration, Room 512, 400 Sixth Street SW, Washington DC 20591, to arrive not later than December 18, 1969.

The proposed effective date for this amendment is January 1, 1971.

Inquiries about the above notices should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. RF 20.9.69).

National Commission on Product Safety public hearings

THE *Board of Trade Journal* of September 3, 1969, announced that the United States National Commission on Product Safety would hold public hearings on September 30 and October 1, 1969, to discuss the subject 'Who tells us about Safety, Education, Advertising, Public Information?'

The Commission has announced a change of venue and the public hearings will now be held in the Caucus Room, Cannon House Office Building, Independence Avenue SE, Washington DC.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (FR 18.9.69).

Country of origin marking

THE *Board of Trade Journal* of August 27, 1969, announced that the United States Bureau of Customs had under consideration a ruling providing that imported angles, shapes and sections should be individually marked to indicate the country of origin by a legible and conspicuous marking sufficiently permanent to remain on the articles in normal handling until they reach the ultimate purchaser.

The Bureau of Customs has now extended the time for filing comments on this proposal until October 27, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 19.9.69).

Textile fibre products

THE UNITED STATES Federal Trade Commission has announced amendments to rule 7 of the rules and regulations under the Textiles Fibre Products Identification Act, relating to generic names and definitions for manufactured fibres.

This amendment becomes effective November 3, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 19.9.69).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

—we can introduce you to the markets

The Royal Bank of Canada has the information you need at its fingertips. Facts relating to markets, sales representation, consumer preference and product distribution—all are available for the asking. Banking is our business and we know a great deal about Canada, too. Over 1,100 branches from coast to coast are at your service. Call either of our London Offices at **6 Lothbury, E.C.2. 01-606 6633 · 2 Cockspur Street, S.W.1. 01-930 7921.**

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

SAFETY IN YOUR FACTORY. Modulated photo-electric Machine Guards. Designed to comply with Factory Inspectorate requirements. Brochure from F.M. Products, Town Cross Avenue, Bognor Regis, Sussex.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry. – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

WE HAVE FOR SALE a large selection of new and reconditioned industrial sewing machines for all manufacturing purposes. Sewing machines also purchased for cash. Import & Export. Alfred Shad (Sewing Machines) Co. Ltd., 50 Berwick Street, London, W.1. 437 0334, 437 9357.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

HORSE CLOTHING AND BANDAGES – Renowned English manufacturer invites export enquiries. J. W. Wilkinson & Co. Ltd., Newin Works, Highgate, Kendal, Westmorland.

GIFTS IN A MATCHBOX RANGE. Agents wanted worldwide also available quality Tartan backed Playing Cards. Cumbrae Supply Co., 5 Erskine Square, Glasgow, S.W.2.

LIGHTING CONTROL DIMMERS, Switches, Photo-electric Switch Units. Send for illustrated Brochure. F.M. Products, Town Cross Avenue, Bognor Regis, Sussex.

GERMAN LESSONS AT YOUR OFFICE – Lunchtime and straight after work. Individual and group tuition, all levels, modern teaching methods applied by young, German-born, University-educated woman, London-based. Tel. 444 7724.

CANADA

"Made in Canada" ruling (1)

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Pursuant to the provisions of the Customs Tariff, manually operated deck hatches, scuttle hatches, and manholes, of the individual or quick-acting type, for ships or vessels, are being transferred from the category of a class or kind not made in Canada to that of a class or kind made in Canada.

(Ruling effective October 20, 1969.)

The above information is contained in Canadian Department of National Revenue Memorandum D 51-38-1 dated September 17, 1969.

"Made in Canada" ruling (2)

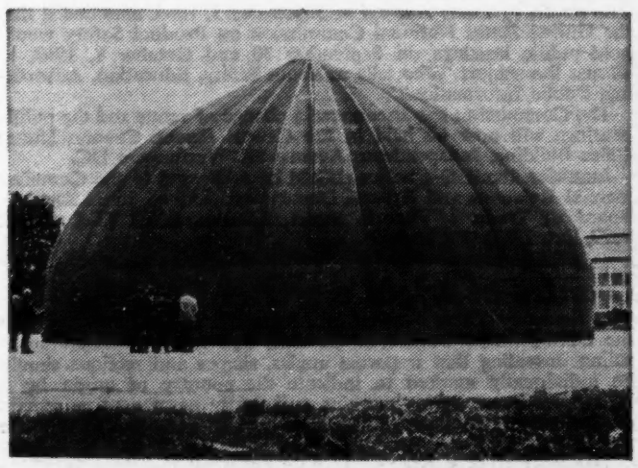
THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Pursuant to the provisions of the Customs Tariff, forged steel gate, globe and check valves, in sizes up to and including two inches, are considered to be of a class or kind made in Canada.

(Ruling effective October 9, 1969.)

The above information is contained in Canadian Department of National Revenue Memorandum D 51-22-2 dated September 8, 1969.



One of the 45 Cherwell inflatable silos ordered by the Columbian Government from Butyl Products Limited of Billericay, Essex. The silos will be used for storing wheat, rice and maize in airtight conditions on 10 different sites in Columbia. They are manufactured from butyl – an extremely tough synthetic rubber membrane that is impervious to gaseous exchange, moisture penetration and wide extremes of temperature and highly resistant to ozone and ultra violet light. The export order is worth over £100,000.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 72.0391-2

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

DAVIES BROTHERS
& Co., Ltd. **Est. 1838**

Galvanized Refuse Containers, Cisterns, Cylinders, Swing Waterbarrows—Agricultural Goods—Storage Tanks for Petrol, Oil, etc.—Steel Platework, —Galvanizing—

CROWN WORKS, P.O. Box 11,
WOLVERHAMPTON
Tel: 20252

---

ring Bells
for
machine tools
and sheet metalworking machinery
Price List sent on request
Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4
H. BELL Machine Tools **LTD.**
Walter Street Leeds 4 England

'ARDUA' Brushes

WHOLESALE & EXPORT SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) **Ltd.**
(Est. 1890)
Boxmoor Works, 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

Sheet Metal
PRESSWORK

A Battery of Power Presses from 5 tons to 400 tons at your service

Bird, Stevens & Co. Ltd.
Quarry Bank, Staffs.
Telephone HEAD OFFICE (0384-67381) or LONDON OFFICE (01-407 7519) or MANCHESTER OFFICE (061-428 7254)

E. W. Kendall & Co. Ltd.
FOR
CARBIDE TIPPED CIRCULAR SAW BLADES
MACHINE KNIVES
AND
ROUTER CUTTERS FOR ALL TRADES

write or telephone *212-214 Ravenscroft Road, Beckenham, Kent.*
Telephone: 01-778 3957/4353

Variety metal workers in all types of metals to $\frac{3}{8}$" thick. 10' brake presses and guillotines. Rolling capacity to $\frac{3}{8}$" plate.
Cabinets and guards, trunking and tank work.
Fully equipped engineering division, turning to 4' dia., milling capstan and presswork.
Hydraulic spinning to 4' dia. in $\frac{3}{16}$" stainless, hand spinning to 6' dia. x 14g.

A. Richards (Metal Workers) **Ltd.**
West Ferry Road, London, E.14
Telephone: East 5911 (5 lines)

Springs one off or long runs, for every requirement

Tension; Compression; Square Section; Round Section;
Specials to meet individual needs
Flat Springs too;
Also makers of Wire formed articles; Pressings and Stampings, toolmaking. DGI & MOA approved.

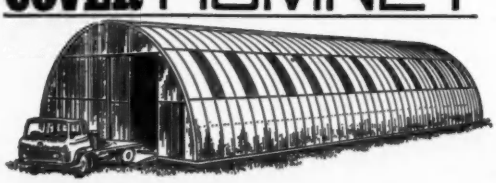
Rickton Springs Ltd.
Onslow Mills, Trout Road, Yiewsley West Drayton, Middlesex.
Phone: West Drayton 2332-2352

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' x $\frac{1}{4}$"
Brake Press 10' x $\frac{1}{8}$"

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.
Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: Rippleway 5666-7-8
Member of the Stainless Steel Fabricators' Association.

LOW COST BIG COVER SUPER ROMNEY



BRAND NEW ALL STEEL BUILDINGS
35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors. Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLORS (BILSTON) LTD.
204 Wolverhampton Street
Bilston Staffs
Phone Bilston 41689 42448

A must for all British exporters

Published daily, Monday to Friday, giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Export Services Branch
Board of Trade
Hillgate House, 35 Old Bailey, E.C.4.
Telephone: 01-248 5757, Ext. 7058

Do you know the latest trends in your industry?

To be up to date you need the Business Monitor Production Series

Up-to-date statistics of the output or deliveries of a wide range of industries that are collected by the Board of Trade and the Ministry of Technology are published regularly in the Business Monitor Production Series.

Each Monitor contains the latest figure of output, often with considerable detail of individual products, with a run of past figures, and some include additional information such as figures of materials used and stocks. The Monitors are the primary, and in many cases the only, source of the statistics they contain.

They are thus essential for keeping abreast of trends in an industry's activity, and in the output of its products. Firms can see how their own output compares with that of their industry as a whole, and which groups of products are expanding and providing market opportunities. They can also, in many cases, see what has been happening to competing products and follow the experience of industries that supply them or which they supply.

As an aid to more effective planning, and marketing, the information in the Business Monitor Production Series can be invaluable. Many firms already find that this is so. Whether your firm is large or small, you need the Business Monitor to keep you in touch with the trends in your industry.

Business Monitors are obtainable by annual subscription at £25 a complete set, or £1 a year for each title published monthly, or 7s. 6d. for each title published quarterly. Reduced rates are also available for bulk orders of 25 or more copies of individual titles.

Complete the order form below and send it to Her Majesty's Stationery Office, P.O. Box 569, London, S.E.1.

Titles in the Business Monitor Production Series are:

Chemicals, etc.
- P 19 Colours (Q)
- P 66 Organic Chemicals (Q)
- P 18 Paint and Varnish (Q)
- P 58 Pesticides and Allied Products (Q)
- P 22 Polishes (Q)
- P 20 Soap and Synthetic Detergents (Q)
- P 21 Synthetic Resins and Plastics Materials (Q)
- P 11 Toilet Preparations (Q)

Clothing and Footwear
- P 60 Clothing (M)
- P 17 Footwear (M)
- P 16 Gloves and Mittens (Q)

Mechanical and Electrical Engineering
- P 63 Agricultural Machinery (Q)
- P 47 Contractors' Plant (Q)
- P 70 Cranes (Q)
- P 51 Electric Lamps (Q)
- P 65 Electric Light Fittings (Q)
- P 26 Engineers' Tools (Q)
- P 8 Gramophone Records (M)
- P 13 Internal Combustion Engines (Q)
- P 27 Mechanical Handling Plant (Q)
- P 64 Metal-Working Machine Tools (Q)
- P 50 Motor Control Gear (Q)
- P 23 Office Machinery (Q)
- P 48 Photographic Equipment (Q)
- P 28 Refrigerating Machinery (Q)
- P 12 Rotating Electrical Machinery (Q)
- P 29 Scientific and Industrial Instruments and Apparatus (Q)
- P 49 Watches and Clocks, etc. (Q)

Metal Goods
- P 32 Cutlery (Q)
- P 34 Hollow-Ware (Q)
- P 33 Jewellery (Q)
- P 54 Safety-Razor Sets and Blades (Q)
- P 31 Tools and Implements (M)

Mining and Quarrying
- P 57 Salt (M)

Paper, Publishing, etc.
- P 67 Boxes, Cartons and Fibreboard Packing Cases (M)
- P 75 General Printing and Publishing (Q)
- P 71 Manufactured Stationery and other Paper and Board Products (Q)
- P 69 Newspapers (Q)
- P 68 Paper and Film Bags (M)
- P 5 Paper and Paper-Making Materials (M)
- P 74 Periodicals (Q)

Pottery
- P 6 Pottery and Electrical Ware (M)

Textiles
- P 9 Carpets and Rugs (Q)
- P 4 Hosiery and Other Knitted Goods (Q)
- P 15 Lace (Q)
- P 14 Linen (Q)
- P 10 Elastic Goods and Narrow Fabrics (Q)
- P 72 Warp Knitted Fabrics (Q)
- P 73 Foam Backing, Foam Laminating and Fabric to Fabric Bonding (M)

Timber, Furniture, etc.
- P 24 Bedding (Q)
- P 36 Home-Grown Timber (M)
- P 37 Imported Timber (M)
- P 38 Wood Chipboard (M)

Vehicles
- P 1 Cars and Commercial Vehicles (M)
- P 3 Industrial Trucks and Tractors (Q)
- P 2 Motor Cycles, Three Wheel Vehicles and Pedal Cycles (M)
- P 59 Perambulators, Bed Folders and Push Chairs (Q)
- P 30 Trailers (M)
- P 42 Wheeled Tractors (M)

Other Products
- P 25 Brushes and Brooms (Q)
- P 40 Floor Coverings (Q)
- P 41 Leathercloth (Q)
- P 45 Pens and Pencils (Q)
- P 7 Rubber (M)
- P 43 Toys, Games and Sports Equipment (Q)

(Titles published monthly are marked M and those published quarterly are marked Q)

We require.....complete sets of Business Monitor Production Series at £25 a set and/or .....copies of the titles numbered P.....
We enclose a total remittance of.....
or please charge to our account No.....

NAME .....
ADDRESS .....
.....
.....

B.M.21.